

#### RETRO STYLE

Canoe stern and classic lines: the latest 45m from Hakvoort



#### SIGHT AND SOUND

How AV technology is transforming your on board entertainment



#### REVOLUTIONARY CAT

The man who built a yacht in Egypt during the Arab Spring



# BOAT

INTERVIEW  
ON  
A  
YACHT



## DIAMONDS ARE FOREVER

Why a fast-yacht fanatic chose luxury over speed for his 18th build

#### Asian odyssey

The quest to build a superyacht in Thailand

#### America's Cup

Paul Cayard: time is running out to take on Oracle







ADMIRAL TECNOMAR  
THE YACHTING GROUP

[admiralyachts.it](http://admiralyachts.it) [tecnomar.com](http://tecnomar.com)



DON'T GO CHASING STARS. SAIL ONE.

*regale* 33 / 37 / **42** / 42 HT



**ADMIRAL**





**HISTORY** AND **HEROES.**

LUMINOR 1950 3 DAYS - 47MM

**PANERAI**  
LABORATORIO DI IDEE.

Available exclusively at Panerai boutiques and select authorized watch specialists.





COVER: the 61 metre *Diamonds Are Forever*  
Photography: Buggy Gedlek

Issue 310



84

GUY NOWELL; FOREST JOHNSON; MOR WILKINS



118



96

## PLUS YOUR FREE

Superyacht Owner's  
Guide to Yacht Registration  
& Yacht Management



### international news and events

14

Eye Opener of *Scarlet Ribbon* against a rolling cloud; Hatteras reveals details of its 29m flagship; CMN's 65m Project One design uses military technology; Nauta designs a 13.4m tender for the owner of *My Song*; 40m J-Class *Rainbow* is launched at Holland Jachtbouw; Barracuda unveils its innovative motor-sailer design; our round-up of the most-read stories and hottest topics on boatinternational.com

### the boats

#### DIAMONDS ARE FOREVER

68

For the latest in his series of Bond-themed superyachts, John Staluppi went all-out to create the most luxurious charter boat afloat. The result is the astonishing 61 metre Benetti *Diamonds Are Forever*

#### SILVERLINING

84

The first of two stories this month that prove superyachts can be built against all the odds. After a long search through Asia and several false starts, Chris Lenz finally found the hull with which to build the sailing yacht of his dreams. Then it disappeared again...

april 12

96

#### TATAMI

Against a background of Egypt's violent political unrest in 2011, Philippe Maari has shown that it is possible to construct a fine – and innovative – yacht in the most testing and basic conditions

108

#### PAMELA V

Built by a dedicated team for a passionate owner, this 45m motor yacht offers blue water voyaging with style and elegance, especially on the dedicated owner's deck

118

#### ALPHA 76

Popular, low-maintenance – and fun: the express cruiser market seems to suit the challenging economic climate, and Cheoy Lee has responded by producing the terrific, 23 metre, Alpha 76 series





ALEXIS ANDREWS; SANDER VAN DER BORCH/ARTEMIS RACING

## features

### DYNAMIC STABILITY SYSTEM

Naval architect Hugh Welbourn's new foil design draws on the principles of outriggers as well as aviation to provide enviable stability

### AUDIO-VISUAL SPECIAL

With the technology improving in leaps and bounds, the range and scope of on board entertainment systems is much greater than you might imagine

### ESSENTIAL AV

Data streaming... Fibre-optics... How to get the cinema, audio and computing you want on your superyacht while at sea

### EXTREME AV

Sometimes, it's not just entertainment – it's a lifestyle choice. Meet the unusual side of AV

### HIGH-END AV

For your dream yacht, you want the best AV systems available. We have a few suggestions

### HARRIS GRANT

This low-key firm has produced some of the world's best onboard AV installations

## events roundup

### WORLD SUPERYACHT AWARDS AND MORE

Loro Piana joins forces with us for the Caribbean Superyacht Regatta & Rendezvous, while time is running out to book a table for the World Superyacht Awards in May

## regulars

### AMERICA'S CUP DIARY

With the next America's Cup in just 18 months, Paul Cayard has the huge task of moulding a new team that will be ready in time to take on the might of Oracle

### DISCOVERING EAST TIMOR

As part of its long global voyage, *Golden Compass* becomes the first superyacht to call at East Timor, a beautiful island in Southeast Asia with a troubled past. Her guests enjoy meeting the locals and receive a guided tour from President José Ramos-Horta

### BROKERAGE

Our market analysis centres on explorer yachts: once the least glamorous style at the yacht club, they have proved strong performers in a tricky marketplace – attracting cost-conscious owners and those who simply like their rugged looks. Plus there's our usual detailed breakdown of the month in yacht sales, price updates, and new arrivals to the market



OCEAN TRAVELLER





[www.princessyachts.com](http://www.princessyachts.com)

PRINCESS MOTOR YACHT SALES +44 (0)1489 557755 • [sales@princess.co.uk](mailto:sales@princess.co.uk) • [www.princess.co.uk](http://www.princess.co.uk)



London • Southampton • Plymouth • Ireland • Channel Islands • North Germany  
Switzerland • Mallorca • Menorca • Ibiza • Spain • Portugal • Turkey

High performance Flybridge Motor Yachts and V Class Sports Yachts from 39–130 feet

**PRINCESS**

A member of the Moët Hennessy Louis Vuitton family



# Brokerage, pre-owned, pre-loved, second hand, used...?

## Experienced Yachts

The innovative RINA certified global refitting  
process carried out at the shipyard  
Service Center to bring our customers' trade-ins  
back to perfect condition.

**The rest is just words.**



## Experienced Yachts

Premium Opportunities by

**SANLORENZO**





GUY NOWELL

**'The story of owner Chris Lenz's journey starts in China and ends in Thailand, and includes a hull that was lost, found, lost and found again...'**



MARK SIMS

If there's one thing as sure as death and taxes, it's that life will sometimes throw a curve ball at you. Take, for instance, the news that swept the superyacht world in February about the loss of the 60m yacht *Yogi*, which foundered in deep water off Skyros, Greece. As we went to press, the cause of the sinking had yet to be established and with the yacht apparently lying some 500m down it is likely that the testimony

of those on board will be the only clue as to what happened.

What was clear, though, was that such curve balls garner widespread interest and concern beyond our usually rarified world of superyachting. Witness the sheer volume of traffic that hit [boatinternational.com](http://boatinternational.com) when we ran the story, along with the video from the Hellenic Coastguard of the stricken vessel, and initial comments from an obviously distraught Mehmet Karabeyoglu – head of builder Proteksan Turquoise – whom *Boat International* reached for an exclusive interview. If there was any doubt about the digital nature of today's world, the 35,000 page views our online story gathered in the first five days show just how important a multimedia approach has become. For all the up to the minute superyacht news, make sure you head to [boatinternational.com](http://boatinternational.com).

Curve balls, of course, do not just come from one direction. This month we look at two very different builds – one in Asia, one in Egypt – which both presented considerable challenges. The story of owner Chris Lenz's journey to build his dream 31.7m sailing yacht starts in China and ends in Thailand, and includes a hull that was lost, found, lost and found again along the way. The result is a

delightful cruising yacht that has already been put to extensive use by Lenz and his family. Just as remarkable is the story of Philippe Maari, who chose to build his futuristic, wave-piercing 24m catamaran in Egypt during the recent revolution. The result is testament to one man's vision and zeal.

You'll have noticed an extra item with the magazine this month: your comprehensive *Superyacht Owner's Guide to Yacht Registration and Yacht Management*. It covers the basics of moving up in class, regulatory implications, and an entire section devoted to the help you might need, from crew training to technical support. We hope you find it useful.

One last thing before I sign off. While on a recent trip visiting shipyards in the Far East, I was finishing off my emails in a highly reputable, upmarket Hong Kong hotel late one night, when I had a call from the front desk. 'Mr Thomas?' asked a female voice with an Oriental twang. 'May I ask to confirm what room number you are in?' Ignoring the urge to point out that she had obviously just called the room number I was in, I played along. 'Thank you, Mr Thomas,' she said. 'The Colombian lady is downstairs in reception.'

It took me a few seconds to register what she had said, and a few seconds more to wipe the coffee from my laptop keyboard. It was no lost-and-found in Thailand, nor Arab Spring, but it was my very own curve ball. Neatly dodged, I might add.

Tim Thomas





Best  
Power Yacht  
25-40m.

MEYA MEYA



h2 Design

Delivered 2010

35m (115') Raised Pilot House Motor Yacht

design<sup>etal</sup>  
INTERNATIONAL  
**YACHT  
AWARDS  
2011  
WINNER**



Best  
Concept  
Under 50m

CURVELLE QUARANTA



Ulf-Lou Design

Under Construction

33.7m (110') Catamaran Motor Yacht

**LOGOS**  
marine

Tuzla - İstanbul - Türkiye

Custom Yacht Builder

[www.logosmarine.com](http://www.logosmarine.com)

# BOAT

INTERNATIONAL MEDIA

## BOAT INTERNATIONAL MEDIA LTD

First Floor, 41-47 Hartfield Road,

London, SW19 3RQ, UK.

tel: +44 (0)20 8545 9330

general fax: +44 (0)20 8545 9333 • editorial fax: +44 (0)20 8545 9399

web: [www.boatinternationalmedia.com](http://www.boatinternationalmedia.com)

Published monthly

Issue 310 • APRIL 2012

## editorial

PUBLISHER Tony Harris

[tony.harris@boatinternationalmedia.com](mailto:tony.harris@boatinternationalmedia.com)

EDITOR Tim Thomas

[tim.thomas@boatinternationalmedia.com](mailto:tim.thomas@boatinternationalmedia.com)

SPECIAL ASSIGNMENTS EDITOR

Amanda McCracken

[amanda.mccracken@boatinternationalmedia.com](mailto:amanda.mccracken@boatinternationalmedia.com)

PRODUCTION EDITOR Ivan Smith

[ivan.smith@boatinternationalmedia.com](mailto:ivan.smith@boatinternationalmedia.com)

ASSISTANT EDITOR Servanne Sohler

[servanne.sohler@boatinternationalmedia.com](mailto:servanne.sohler@boatinternationalmedia.com)

ASSISTANT EDITOR Caroline White

[caroline.white@boatinternationalmedia.com](mailto:caroline.white@boatinternationalmedia.com)

ART EDITOR

Nick Kisch

DESIGNER

Alexandra Cupedo

STAFF PHOTOGRAPHER

Bugsy Gedlek

### CONTRIBUTORS

SAILING EDITOR

Oliver Dewar

LEGAL

John Leonida, Benjamin Maltby

AMERICA'S CUP

Andrew Rice

NEWS

Caroline White

FEATURES

Tom Isitt, Marilyn Mower, Ivor Wilkins,  
Guy Nowell, Peter Boulton

### CORRESPONDENTS

UK

Adrian Morgan

USA

Lynn Fitzpatrick

FRANCE

Claire Griffiths, Peter Boulton

ITALY

Dag Pike

THE NETHERLANDS

Andrew Rogers

PALMA

Benjamin Maltby

TURKEY

Bruno Cianci

AUSTRALIA

Jennie Fitzhardinge

NEW ZEALAND

Ivor Wilkins

### DIGITAL

HEAD OF DIGITAL Nick Martin

[nick.martin@boatinternationalmedia.com](mailto:nick.martin@boatinternationalmedia.com)

CHARTER & BROKERAGE EDITOR

+44 (0)1294 551900

Malcolm MacLean

[malcolm.macleam@boatinternationalmedia.com](mailto:malcolm.macleam@boatinternationalmedia.com)

ONLINE EDITOR Keri Fuller

[keri.fuller@boatinternationalmedia.com](mailto:keri.fuller@boatinternationalmedia.com)

RESEARCH & DATA MANAGER

raphael.montigneaux@

Raphael Montigneaux

[boatinternationalmedia.com](mailto:boatinternationalmedia.com)

DIGITAL MARKETING MANAGER Tori Hanson

[victoria.hanson@boatinternationalmedia.com](mailto:victoria.hanson@boatinternationalmedia.com)

DIGITAL PROJECT MANAGER Allan Groves

[allan.groves@boatinternationalmedia.com](mailto:allan.groves@boatinternationalmedia.com)

WEB PRODUCTION ASSISTANT Oliver Newlyn

[oliver.newlyn@boatinternationalmedia.com](mailto:oliver.newlyn@boatinternationalmedia.com)

### SISTER PUBLICATIONS

ShowBoats International • Boat International Russia • Boat International China  
Meer & Yachten • Mer & Bateaux • Dockwalk

Boat International is published by Boat International Media Ltd.

Copyright © Boat International Media Ltd. ISSN 0264-9136. All rights reserved. Reproduction in whole or in part without prior written permission from the publisher is strictly prohibited. Great care has been taken throughout the magazine to be accurate, but the publisher cannot accept any responsibility for any errors or omissions which might occur. Although every care is taken with manuscripts and photographs submitted, please note that Boat International Media Ltd can accept no responsibility for any loss or damage suffered while in our possession Colour Separations by Wyndeham Graphics. Printed in the UK by Wyndeham Heron

Boat International (ISSN 0264-9136) is published monthly by Boat International Media, GBR and is distributed in the USA by SPP, 95 Aberdeen Road, Emigsville, PA 17318. Periodicals postage paid at Emigsville, PA.  
Postmaster: send address changes to Boat International, PO Box 437, Emigsville PA 17318-0437.

### SUBSCRIPTIONS

Boat International Subscriptions, PO Box 326, Sittingbourne, Kent. ME9 8FA  
tel: +44 (0)1795 414908 fax: +44 (0)1795 414 555  
[boatinternational@servicehelpline.co.uk](mailto:boatinternational@servicehelpline.co.uk)

### DISTRIBUTION

Comag Ltd, Tavistock Road, West Drayton, Middlesex. UB7 7QE  
tel: +44 (0)1895 433800



# MASTERPIECE BY POMMERY



Pommery For You:  
the project that allows you  
to personalize  
your Champagne!

Further informations at:  
[www.vrankenpommery.it](http://www.vrankenpommery.it)





# YOUNG DESIGNER OF THE YEAR

## CALL FOR ENTRIES

Entries for the 2012 competition are invited from current students of yacht design and practicing yacht designers who qualified in 2010 and thereafter.

The winning designer will receive €5,000 prize money and will be invited to accept the award at the ShowBoats Design Awards gala evening in Monaco on 22 June.

### ENTRIES CLOSE ON 9 MAY, 2012

For more information on the Young Designer of the Year Award, please contact:

Roger Lean-Vercoe  
Chairman of the Judges  
Tel: +44 (0)1752 881435  
Email: roger.lean-vercoe@boatinternationalmedia.com

[www.showboatsdesignawards.com/young-designer](http://www.showboatsdesignawards.com/young-designer)

Sponsored by

**Camper &  
Nicholsons**  
International  
YACHTING SINCE 1792

# BOAT

INTERNATIONAL MEDIA

Published monthly

Issue 310 • APRIL 2012

## advertising

### LONDON OFFICE

COMMERCIAL DIRECTOR	+44 (0)20 8545 9352
Victoria Lister	victoria.lister@boatinternationalmedia.com
SALES DIRECTOR	+44 (0)20 8545 9359
Jeremy Roche	jeremy.roche@boatinternationalmedia.com
EVENTS & LUXURY SALES MANAGER	+44 (0)20 8545 9364
Luca Vasile	luca.vasile@boatinternationalmedia.com
ACCOUNT MANAGER FRANCE & MONACO	+44 (0)20 8545 9360
Lionel Richard	lionel.richard@boatinternationalmedia.com
ACCOUNT MANAGER GERMANY, EASTERN EUROPE & EASTERN MED	+44 (0)20 8545 9369
Nick Dawes	nick.dawes@boatinternationalmedia.com
ACCOUNT MANAGER UK, BENELUX & SCANDINAVIA	+44 (0)20 8545 9355
Brian Lynch	brian.lynch@boatinternationalmedia.com
ACCOUNT MANAGER AUSTRALASIA	+64 9 950 3281
Pippa Johnson	pippa.johnson@boatinternationalmedia.com

### FORT LAUDERDALE OFFICE

Tel: +1 954 522 2628

ASSOCIATE PUBLISHER	ext 202
Ben Farnborough	ben.farnborough@boatinternationalmedia.com
NATIONAL ACCOUNT MANAGER	ext 213
Tanya Dezanger	tanya.dezanger@boatinternationalmedia.com
CHARTER & BROKERAGE ACCOUNT MANAGER, FLORIDA, SOUTH AMERICA AND CARIBBEAN	ext 212
Cambry Czuplak	cambry.czuplak@boatinternationalmedia.com
BUSINESS DEVELOPMENT MANAGER - LUXURY	ext 307
Kimberly Gonzales	kimberly.gonzales@boatinternationalmedia.com

### PRODUCTION

PRODUCTION MANAGER	+44 (0)20 8545 9339
Tim Hartney	tim.hartney@boatinternationalmedia.com
PRODUCTION CONTROLLER	+44 (0)20 8545 9345
Lisa Kennett	lisa.kennett@boatinternationalmedia.com

### EVENTS & MARKETING

Tel: +44 (0)20 8545 9336

EVENTS DIRECTOR	
Alice C l'Anson Widdows	alice.widdows@boatinternationalmedia.com
OPERATIONS MANAGER	
Rachel Alcock	rachel.alcock@boatinternationalmedia.com
MARKETING & EVENTS EXECUTIVE	
Holly Lunn	holly.lunn@boatinternationalmedia.com
EVENTS EXECUTIVE	
Alexis Davis	alexis.davis@boatinternationalmedia.com
SALES & EVENTS EXECUTIVE	
Guglielmo Carrozzo	guglielmo.carrozzo@boatinternationalmedia.com

### BOAT INTERNATIONAL MEDIA LTD

ACCOUNTANT	Mark Goulbourne	mark.goulbourne@integral2.net
CHIEF FINANCIAL OFFICER	Iain Chisolm	iain.chisolm@boatinternationalmedia.com
PUBLISHING DIRECTOR	Tony Euden	tony.euden@boatinternationalmedia.com
CHIEF EXECUTIVE OFFICER	Tony Harris	tony.harris@boatinternationalmedia.com





*Vast, the world of Perini Navi*



PERINI NAVI GROUP





FR025 - 46 MT

Inspiration, Intelligence, Passion

*Rossini*

  
The Luxury of Experience

EXTERIOR DESIGN  
Mulder Design

INTERIOR DESIGN  
Studio Spadolini

**Head Office**

T + 39 0584 384227 F + 39 0584 385114  
Via dei Pescatori, 56 - 55049 Viareggio - Lucca, Italia

[rossinavi.it](http://rossinavi.it)





TOM ISITT UK

Being something of a techno-weenie, it has been fascinating to research and write about cutting-edge superyacht IT and AV technology. I knew the latest onboard systems were capable of amazing things, but had no idea just how sophisticated some of this technology is. Multi-million-pound sound systems, interactive bar-tops, 200-inch fold-out flat screens... This is the future, and boy does it look and sound good.

Page 48



IVOR WILKINS Egypt

The shadowy silhouettes of armoured cars sliding through the night on their way into Cairo; Tahrir Square full of billowing red banners the next morning. These are among the many images of my visit to Egypt to view the bold efforts of Philippe Maari to help modernise boat-building in an ancient and troubled land. The two wavepiercing catamaran projects he has undertaken are testament to his passion and commitment.

Page 96



MARILYN MOWER US

I've been watching Cheoy Lee's products with interest since I first saw its beautiful classic sailboats in the 1970s, then its first Hargrave-designed motor yachts in the 1980s, followed by Fexas, Mulder, Burvenich and now Peters hulls. This Chinese yard's evolution, even to this last innovation with Alpha 76, is measured. Perhaps they are not inscrutable after all.

Page 118

## In Egypt, I viewed the bold efforts of Philippe Maari to help modernise boat-building in an ancient and troubled land

GUY NOWELL Thailand

I have made the trip from Langkawi to Phuket many times, but never in such sybaritic style as on board the newly launched *Silverlining*. Seeing the boat framed against the sunset as we swam out of the Morakot Cave was a real 'bling' moment, and a potent reminder that while superyacht cruising in Asia is still in its infancy, this part of the world deserves to be much better known.

Page 84

CAROLINE WHITE US

Standing in the sky lounge of *Diamonds Are Forever*, while designer Evan K Marshall searches for a switch behind the bar, the beauty of technical ingenuity is obvious. The space is exceptionally bright because the owner moved air trunking outside – truly thinking outside the box. 'Found it!' says Marshall and the marble bar-top lights up. They haven't forgotten the fun or the glamour either.

Page 68

PETER BOULTON Holland

I'm lucky enough to remember other timeless Diana Yacht designs like *Rio Rita* and *Jamaica Bay* when they were new, so the chance to review its latest on those lines, *Pamela V*, was a privilege, a pleasure and a trip back in time. Of course, it dates me a bit, but with lovely ladies like her still being born, who cares?

Page 108







# eye opener

## Australia, 27.01.10

In the Tasman Sea, off the southern coast of New South Wales, the 14.6m *Scarlet Ribbon*, a participant in the annual Sydney to Hobart yacht race, faces an ominous cloud formation. Photographer Carlo Borlenghi captured the image at 5pm, as the weather front, called a 'morning glory' moved in. It's a relatively rare roll-type cloud, can be more than 600 miles long – and often comes with violent squalls and wind shear. *Scarlet Ribbon* came through unscathed to finish the race first in its cruising division. This image is part of an exhibition of Borlenghi's work, which takes place in Paris between 29 March and 6 April.

ROLEX/CARLO BORLENGHI







THE FIRST AMELS 199 HULL UNVEILED:

"I am so pleased with her,  
she looks like nothing else!"

*Tim Haywood*

**AMELS**   
THE ART OF YACHT BUILDING

[www.amels-holland.com](http://www.amels-holland.com)

Discover the first exciting images:  
[www.amels199.com](http://www.amels199.com)



Member of the DAMEN SHIPYARDS GROUP





## Hatteras reworks classic style for the 21st century



▶ Hatteras's new 29m flagship will interpret the yard's classic style for the 21st century, setting the tone for future builds.

The composite raised pilothouse yacht, due to be completed in the summer of 2013, was externally styled by Enrico Gobbi – Team for Design, with layout and details by Hatteras's in-house team.

'It really takes you back to the motor yachts that helped establish us in the '90s, old Jack Hargrave boats,' says Eric Cashion, marketing director for Hatteras. 'We want to take that DNA and take it a step forward, using our past as a foundation.'

Team for Design's sleek, modern interpretation of this DNA disguises an interior volume that the yard believes is comparable to that of a larger yacht (with an LOA of 30.4m and a beam of 6.8m). Her spacious outside areas will include a large sundeck covered by a hardtop. She will also be outfitted like a larger yacht, with a grand side entrance, spiral staircase and optional on-deck master suite, as well as big yacht technical details such as twin anchors with heavy-duty windlasses and integral chaffing plates.

'For the hull we're leveraging geometry we learned from working with Hargrave,' says Cashion. 'We didn't want to change that, but updated the sheer and bow stem – from there it's brand new going up.'

Indeed, the whole concept is innately modern. It will offer purchase and running costs suited to the current mood of the market and act as a tool to penetrate burgeoning markets, where smaller superyachts are proving popular.

'The 80ft (24m) has been a success; some customers want to move up but don't want 100-feet plus (30m-plus),' says Cashion. 'They want minimal crew, easy maintenance and affordability. This [flagship] is aimed at the [US] market and is our global ambassador for China and South America.'

The standard layout features a full-beam master suite, two twin cabins and a forward VIP suite on the lower deck. There is also an option to create a fifth cabin – or master suite – on the main deck in place of the large American-style galley. Her twin CAT C32 ACERT diesel engines will offer 1,900hp and an upgrade is available.

## On the iPad this issue

Contents

Close



### Look out for the iPad extras

This symbol (left) at the end of news items and features means you can delve further into the story with our iPad app, offering bonus pictures and video



### Rainbow

This 40m addition to the J-Class fleet was launched at Holland Jachtbouw in traditional style. Our iPad app features more images of this historic event



### The sinking of Yogi

Go to the iPad app to see the astonishing video of the 60m Proteksan Turquoise superyacht going down between the Greek islands of Skyros and Psara



### America's Cup

Andrew Rice interviewed Paul Cayard for an insider's view on competing in the next Cup. See more of the sailing action with our extended gallery on the iPad



### Diamonds Are Forever

This 61m Benetti demonstrates how functionality can be beautiful. See more images and a video of John Staluppi's latest superyacht on our iPad app



### Silverlining

Chris Lenz travelled to China then Thailand to prove a superyacht could be built well in Asia. Our app features more images of his extraordinary 31m and its journey



### Tatami

Built in turbulent conditions during the Arab Spring, Philippe Maari hopes his 24m will point the way for Egyptian boat builders. See more photos on the iPad



### Pamela V

Hakvoort's 45m yacht features classic 1980s lines and innovative design solutions. See more of this comfortable yacht in our extended gallery on the iPad



### Alpha 76 Express

Cheoy Lee's 23m fast boat was developed for owners who want a fuss-free yachting experience. See more images of this composite boat on the iPad app



### Ocean Traveller

Golden Compass visits East Timor as the Southeast Asian country emerges from a troubled past. Our iPad app features an extended picture gallery



## CMN showcase design uses military technology



marketing manager. 'So we have the idea of hybrid propulsion where your boat is going just six or seven knots, very silent.

'Then with a yacht, wouldn't it be nice to leave Monaco in the morning, when everyone is asleep, and go to Villefranche at six or seven knots, so no one is woken up? When you arrive you don't drop anchor, you use dynamic positioning. It's eco-friendly, you use less fuel and you do not disturb the ground with anchors.'

The military division also developed the yacht's unusual mast technology.

'The three domes rotate on a ring to prevent any shading from the central mast. You don't need to multiply the number of antennae – you always have good coverage, because they turn automatically following the satellite. This is based on software we've developed,' says Le Sourd.

The designers also wanted a yacht that maximised interior space without piling up too many decks.

'We slightly increased the beam and extended the waterline length, with the bow being vertical, allowing us to put a bit more accommodation forward,' says Le Sourd.

'Many yachts are not full beam above the main deck, but the shape and design of this boat allowed us to go full beam on the bridge deck and sundeck, to enhance the volume of the cabins.'

Project One features four guest suites on the main deck and two VIP suites on the upper deck. The owner's suite is adjacent and aft, with an office and large terrace with a private spa pool.

With hybrid propulsion the yacht will achieve a maximum speed of 16 knots with two 1,640kW diesel engines, and six knots with the electric auxiliary motors.

► The 65m Project One design incorporates the latest yachting and military technology by French shipyard CMN.

The concept was developed by the builder's in-house design and engineering teams to demonstrate CMN's capabilities. It uses cutting-edge but tested technologies, many of which are from CMN's military division – for example the hybrid engine, which allows the captain to use economical electric motors for low speeds and diesel engines for high speeds.

'With a military ship the idea is to be very silent when it goes close to the shore on a special mission,' says Cyril Le Sourd, CMN sales and

CONTACT: CMN [tel: +33 2 33 88 30 20](tel:+33233883020) [email: info@cmnyachts.com](mailto:info@cmnyachts.com) [web: cmnyacht.com](http://cmnyacht.com)

## Nauta designs larger Toy tender for *My Song*

► A 13.4m motorboat designed by Nauta is in build at Italian yard Toy Marine and destined to replace the tender to 25.4m sailing yacht *My Song*.

The owner currently uses a 10.9m Toy. 'Every year he sends it from Portofino to Athens with the sailing yacht,' says Mario Pedol, founder of Nauta Yachts, which has built three *My Song* yachts for the owner.

'Then he joins it with a fleet of five or six yachts and the friends all use the tender. For this the old boat was too small, with very low freeboard.'

The 13.4m is better suited to high seas possible on the journey to Athens, as well as the number of guests it will carry once there.

But utility was not the only requirement. It features windows reminiscent of a lobster boat in an otherwise modern superstructure – an attractive combination. It also has plenty of exterior space and what

Pedol describes as 'seamless access to the sea' from a low deck.

The boat will be powered by the Zeus Pod Drive System, which allows each pod's thrust to be varied as required, offering smooth and accurate manoeuvrability. It is due for delivery in June and another three 13.4m Toys have been commissioned.



CONTACT: Nauta [tel: +39 \(0\)2 4814317](tel:+39024814317) [email: nautayachts@nautayachts.com](mailto:nautayachts@nautayachts.com) [web: www.nautayachts.com](http://www.nautayachts.com)





## Explore a new dimension

The Sunseeker 40 Metre Yacht



**Sunseeker London**

Tel: +44 (0)20 7355 0980  
[www.sunseekerlondon.com](http://www.sunseekerlondon.com)

**Sunseeker Poole**

Tel: +44 (0)1202 666 060  
[www.sunseekerpoole.com](http://www.sunseekerpoole.com)



TRULY GLOBAL

An unrivalled range of luxury motoryachts from 40 to 155ft





## Rainbow launches

▶ A sense of history being made – and potentially rewritten – was in the air at the launch of the J-Class *Rainbow* at Holland Jachtbouw in Zaandam. In time-honoured fashion, the owner's daughter cracked a bottle of Champagne against *Rainbow*'s resplendent black hull to the cheers of hundreds of invited guests. She will soon be joining several senior Holland Jachtbouw staff and a hand-picked professional crew in a rigorous training schedule leading up to the JCA races in the UK this summer. As Holland Jachtbouw's co-director Tako van Ineveld made clear, while modern regattas remain a gentlemen's sport, the team the yard has assembled for *Rainbow* will be playing to win.

Similar sentiments were expressed the last time a J called *Rainbow* was unveiled to an excited audience back in 1934. Scrapped at the start of WWII for her metal, this first *Rainbow* may have only taken 100 days to build but she certainly lived up to expectations. Designed by William Starling Burgess for Harold S Vanderbilt from the New York Yacht Club, she beat the British challenger *Endeavour* to win the 1934 America's Cup.

Almost eight decades on, this 40m addition to the current J-Class fleet has been built to the same lines, and reflects the same desire for speed and elegance. But here the similarities end. While the original *Rainbow* was an empty boat with a deck and race rig, her 21st century successor took over two years to build in aluminium. She benefits from all modern technologies allowed under JCA regulations and the expertise Gerry Dijkstra and his team gained on earlier Js such as *Hanuman*. Add in the recently launched *Lionheart* from the boards of Andre Hoek, plus various other projects under way at both design offices, and the Netherlands is clearly home to the J-Class revival.

In fact, Holland Jachtbouw is one of the few yards even in Holland able to launch a yacht of *Rainbow*'s 5m draught. It did so in fine fashion, showcasing her stunning looks with the black hull offset by a striking gold-leaf cove stripe and sunken mahogany doghouse and skylight. The flush clean deck oozes Grand Prix racing with custom anodised winches and not a hint of stainless steel. They form part of a phenomenal rig that



will feature a high-modulus carbon mast, boom and spinnaker pole from Southern Spars, and North Sails 3Di racing sails.

While the guests admired the deck, *BI* enjoyed a sneak preview of the interior, the epitome of what can be achieved when you place superyacht standards of comfort within a racing boat hull. Holland Jachtbouw's craftsmen are known for high-end finishing, and *Rainbow* shows why. The joiners have had a field day with the raised and fielded mahogany panelling in 1930s style, complemented by fine art deco detailing.





COURTESY OF HOLLAND JACHTBOUW

While all modern functional requirements have been integrated with full respect for *Rainbow's* heritage, the yacht also makes history by being the first J with a complete hybrid propulsion and power system. She can be operated on the Hy-Store Li-ion batteries, including sailing, navigation and hotel load. A lightweight 50kW WhisperPower Hy-Gen variable speed generator, combined with the 50kW main engine integrated flywheel generator, provide the power. This gives *Rainbow* a high-tech propulsion set-up despite the minimal size available for

an engine room (the normal main engine and twin generator configuration simply would not fit within these lines) and meets the owner's desire for a silent period without running generators overnight.

Look out for a full-length article on *Rainbow* in *Boat International* this summer once the yacht has been stepped and put through her paces. We will also feature a special report from Tako van Ineveld on the training programme in advance of *Rainbow's* debut at the J-Class races.

**Andrew Rogers**





## Akalam-inspired windows for Barracuda yacht

► Iñigo Toledo, head of Spanish studio Barracuda Yacht Design, has penned a 52m performance orientated motor-sailer that uses sophisticated naval technology, to fulfil a client's requests for extensive windows and minimal noise.

The design's distinctive windows are based on those of the 32m sloop *Akalam* (see issue 303), launched in 2011. For that project Toledo developed naval architecture that allowed him to position 26 large windows in the hull without compromising its integrity.

'We have an owner who really loved the windows on *Akalam* and wants to push the idea further, on a bigger scale. On this yacht we have large hull windows, bigger than those of *Akalam* for all guest accommodation aft, as well as for the central master cabin,' says Toledo.

'Whatever gets cut away by a window hole needs to be replaced somehow, so reinforced framing and hull plating is used all around them. More importantly, no loads from the rig are allowed to reach any hull window. This is achieved by making stiff supports for the rig and

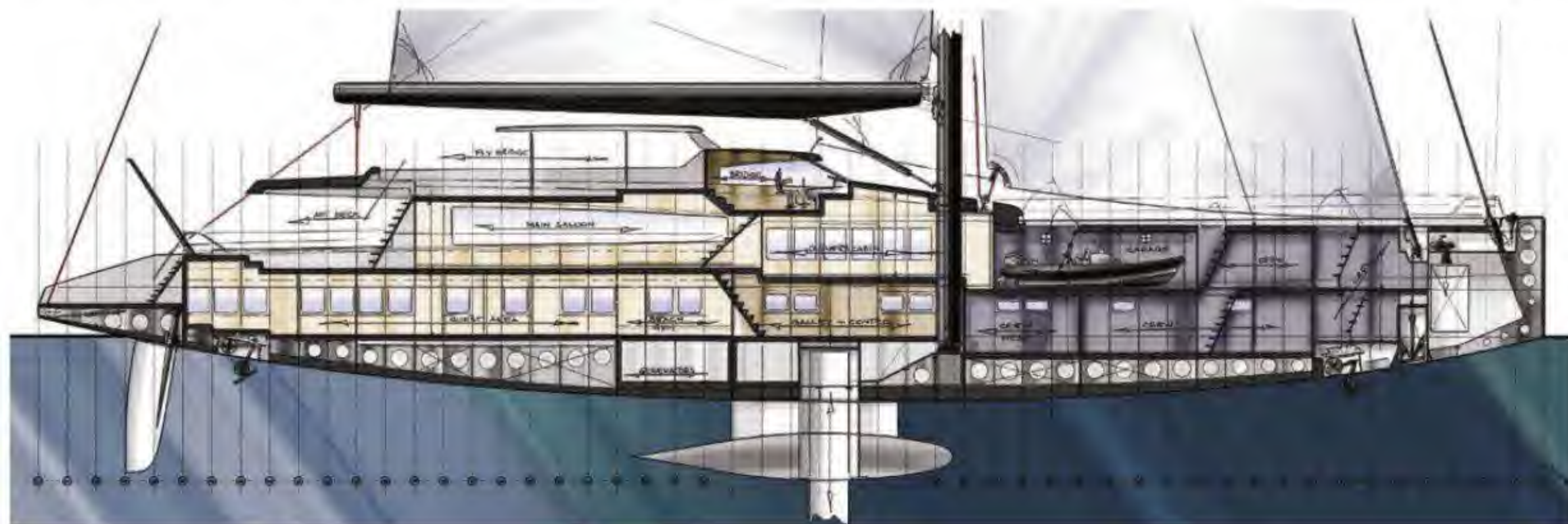
directing all loads straight there, away from hull sides.'

Toledo says the owner was also 'extremely focused on noise and vibration control', a challenge the designer met with a combination of well-considered engines, mounting and insulation.

'Instead of one big engine we plan four smaller generators producing electricity to be used by two electric motors, one at either propeller shaft. This reduced vibrations dramatically from their source,' says Toledo.

'Then we mount the whole interior in a flexible structure, like a box within a box, to stop vibrations directly touching any major interior panel. Good double walls also ensure privacy between cabins and technical areas.'

Toledo, who has worked on Spain's America's Cup campaigns, also endowed the 52m with an efficient, low-resistance hull, transferable water-ballast and retractable dagger-board. Extensive testing and VPP calculations indicate that upwind speeds in excess of 14 knots will be possible from 20 knots breeze, at a heeling angle of about eight degrees.







LOCATION NEW ZEALAND

MONDANGO LAUNCHED 2008 - 55,000NM TO DATE

# GLOBAL ROAMING ALLOY YACHTS

[WWW.ALLOYYACHTS.COM](http://WWW.ALLOYYACHTS.COM)



LOCATION ST VINCENT



The biggest stories from the web pages of [boatinternational.com/news](http://boatinternational.com/news)

# The news on [boatinternational.com](http://boatinternational.com)

## most read



**Yogi** The sinking of this 60.2m is the most popular story ever on the site, with 12,500 page views the day after she went down between the Greek islands of Skyros and Psara. We also have an exclusive interview with Mehmet Karabeyoglu, head of Proteksan Turquoise, who was distraught over the demise of the yard's 2011 launch



HANS ESVELDT/THEYACHT PHOTO.COM

**Y707** This 88.5m project has left Oceanco's shed in the Netherlands. The yacht, with exterior lines and a contemporary interior by Australian designer Sam Sorgiovanni, is the second-largest launched by the yard



### Project Stimulus

Moran Yacht & Ship has sold this 65.5m sport yacht project, which is in-build at Palmer Johnson, Wisconsin, in the biggest deal of the year so far

## top 5 hot topics



### Rossi Navi 75m

This project, designed by Enrico Gobbi with three main-deck side balconies, can be delivered 38 months from signature of contract. It is now for sale with Ocean Independence

### Mi Sueño

IYC has announced a \$5.9 million price drop on the 57.9m motor yacht *Mi Sueño*, built by US yard Trinity in 2010

### Calaf

YPI has sold the 37.79m, Frank Mulder-designed Heesen motor yacht *Calaf* – which wasn't even on the market

### C-17m tender

C-Boat has designed a larger version of its sleek, minimal and well thought-out C-15m tender

### Crili and Thirteen

Bob McKeage at Merle Wood has sold the 40.2m *Crili* from Trident Shipworks and the 47.9m Christensen *Thirteen*

## yard round-up

- The keel of 46m Dubois design 368 has been laid at De Vries shipyard and the yacht is due for launch in 2013; ISA reveals three new orders: a 66m from the new Granturismo series, a 54.5m by Horacio Bozzo and a 41m Andrea Vallicelli design; Christensen has a new order for a Custom 160 series from Donald A Burns, a repeat client

## design round-up

- Australian builder C.Way has collaborated with Imaginocean Yacht Design on designs for a 47m yacht aiming to enhance outdoor living; more details and images have emerged of the first 26.23m Wally Ace yacht; Design studio Motion Code Blue's Serion E60 explorer concept incorporates spaces that will feel luxurious even in the farthest-flung locations

## follow us on



[www.facebook.com/BoatInternational](http://www.facebook.com/BoatInternational)



@boatint  
and  
@nautiwords

For up to the minute superyacht news see [boatinternational.com/news](http://boatinternational.com/news)





A NEW WAY OF CRUISING  
**GREEN VOYAGER**  
44 METERS

**€15M • Launching 2013**  
**Hull and Superstructure Completed**

Sales enquiries to: [info@kingship.com](mailto:info@kingship.com)

**AXIS**





YACHT CLUB COSTA SMERALDA



LORO PIANA CARIBBEAN SUPERYACHT REGATTA & RENDEZVOUS  
BRITISH VIRGIN ISLANDS, 14-17 MARCH 2012







Registration open to motor and sailing yachts of over 80ft in length

Late entries are still being accepted. Register online without delay as availability is limited.

For further information and to register, please go to [www.superyachtregattaandrendezvous.com](http://www.superyachtregattaandrendezvous.com) or contact:  
Alexis Davis, Events Executive | T: +44 (0) 20 8545 9334 | E: [alexis.davis@boatinternationalmedia.com](mailto:alexis.davis@boatinternationalmedia.com)

Sponsored by







## Loro Piana Caribbean Superyacht Regatta & Rendezvous 2012

**14-17 March 2012** Yacht Club Costa Smeralda, Virgin Gorda

► Following the great success of the partnership between Yacht Club Costa Smeralda (YCCS), Boat International Media and Loro Piana for the annual summer Superyacht Regatta in Sardinia, we are delighted to announce that Loro Piana will also be joining forces with us for the Caribbean Superyacht Regatta & Rendezvous in March.

This will be the first international event to make use of the newly completed YCCS Clubhouse in Virgin Gorda – a perfect entertainment platform in the idyllic waters of the British Virgin Islands. Now in its second year and with these new facilities the event will be taken to new heights, and a glamorous social programme based at the new Caribbean Clubhouse will ensure guests are just as entertained on shore as they are on the water.

Guests of the event will take to the water each day to race or simply to enjoy the spectacle of the racing fleet and take in the breathtaking scenery of the stunning archipelago. Motor and sailing yacht owners together with their families and guests will participate in fun activities, parties and dinners including a cruise in company to Peter Island where they will be treated to a fabulous lunch in a cliff-top villa by BVI Tourism, an exclusive Louis XIII tasting experience, a



sumptuous dinner at YCCS courtesy of Loro Piana, a pirate treasure hunt around North Sound and a Mount Gay Cocktail Competition.

Late entries are still being considered. For full details and to register see **[superyachtregattaandrendezvous.com](http://superyachtregattaandrendezvous.com)**.



## World Superyacht Awards

5 May 2012



Çiragan Palace Kempinski is complemented by a three day cultural programme, allowing guests to explore all that the historic city of Istanbul has to offer. Superyacht owners will also have the opportunity to visit the local shipyards of our sponsors: RMK Marine, Proteksan Turquoise and Perini Navi.

For more information on the cultural programme and to apply for your table at the gala evening, please go to [www.superyachtawards.com](http://www.superyachtawards.com).

► There are now only a limited number of tables available for superyacht owners and finalists still to confirm their attendance at the World Superyacht Awards gala evening in Istanbul on 5 May.

Many owners and the world's leading shipyards have already booked their tables at this glittering event, considered the social highlight of the yachting calendar and the most significant prize giving in the industry. The gala evening at the exquisite



14 – 17 MARCH

Caribbean Superyacht Regatta & Rendezvous  
Virgin Gorda, British Virgin Islands



5 MAY

World Superyacht Awards  
Istanbul, Turkey



4 – 9 JUNE

Loro Piana  
Superyacht Regatta  
Porto Cervo, Sardinia



21 – 24 JUNE

The Rendezvous in Monaco  
and ShowBoats Design Awards  
Principality of Monaco



23 – 24 OCTOBER

The Superyacht Design Symposium  
Miami

## The Rendezvous in Monaco

21-24 June 2012

► The Rendezvous in Monaco returns to the Principality this coming June, bringing four days of yachting fun to superyacht owners in Europe's most glamorous yachting destination.

Owners and charterers cruising in the Med this summer are invited to participate in this very special event, an unmissable fixture on the yachting social calendar. With participation limited to 25 superyachts and early interest from new launches including Heesen's 50m *Satori*, Hakvoort's 39m *Snowbird*, as well as Trinity's 50m *Norwegian Queen*, prompt registration is encouraged to secure your place in the line-up.

An exciting social programme features activities to suit all tastes, with fun to be had on land and sea. These include a Welcome Cocktail & Yacht Hop, chef and cocktail competitions, long Mediterranean lunches, two spectacular cruises to Saint-Jean-Cap-Ferrat and Cap d'Antibes, the legendary Diamonds & White Party and the highly anticipated ShowBoats Design Awards gala evening, at the Monaco Opera House.

The Rendezvous welcomes sail and motor yachts of over 30 metres LOA. Don't miss out on this exceptional event for superyacht owners and register today to secure your berth. For further information visit [superyachtrendezvous.com](http://superyachtrendezvous.com) and [showboatsdesignawards.com](http://showboatsdesignawards.com).



New location for  
Superyacht Design  
Symposium 2012!

► The Superyacht Design Symposium will now take place in **MIAMI** on 23 and 24 October.



# Superyacht Challenge Antigua

Testing conditions in the Caribbean for crews of some of the world's finest sailing yachts

► Amid the beautiful and traditional sailing haven of Nelson's Dockyard in English Harbour, Antigua, the annual superyacht regatta took place from 27-29 January.

It featured some of the world's most impressive sailing yachts, including the dazzling ketch *Marie* (see following page), the 55 metre twin-masted schooner *Adela*, the beautiful 42.5 metre ketch *Rebecca*, the 35 metre ketch *Sojana* – holder of the Lord Nelson Trophy and the Round Antigua record – and the 30.5 metre high-performance sloop *Virago*.

This year the fleet's expert crews had to contend with particularly testing conditions, as three metre seas and eccentric winds showed little mercy. Emerging triumphant from the maelstrom was *Adela*, which won two races and finished first overall, and *Sojana* and *Virago*, second and third respectively.

The location was superb, the racing magnificent, and most importantly of all, as *Marie's* owner put it, it was a 'really fun regatta [with] fun parties'.







TIM WRIGHT/PHOTOACTION.COM; KOSPICTURES.COM





# Marie in Antigua

The classic ketch's owner wanted to test his boat and crew to the full at the regatta

► One of the keenest racers in this year's Superyacht Challenge in Antigua was the 55 metre classic ketch *Marie*. Her owner was keen to fine-tune *Marie's* equipment – and test the crew. Thanks to the big seas and tricky winds, he got his wish.

'It was the first time [we'd sailed] with winds of 20 knots every day,' he told *BI*. 'We have an outstanding crew [including] four or five Olympic champions, so sailing talent all over the boat.'

'It's the first time I can remember racing 10-foot (three metre) seas. We had [*Marie*] performing optimally. In 10-foot seas, you really check out all the systems.'

'We're looking forward to sailing in the BVI and down in St Barts, and then coming back to Antigua and doing the (Panama) Canal to the South Pacific.'

Skipper Wes Cooper confirmed how tough the sailing had been. 'It's been a test for the boat and the crew. We've taken a lot of water over the deck and had a few gear failures. But it's been some of the best sailing I've done. The wind's been shift and gusty and [*Marie*] sailed really well.'



QUIN BISSET/SUPERYACHT MEDIA; COURTESY OF S/Y MARIE





EXCEPTIONAL STANDARDS

W112



**WESTPORT**

SINCE 1964



W98



W112



W130



W164

FORT LAUDERDALE (954) 316-6364 • SEATTLE (206) 298-3360 • [WWW.WESTPORTYACHTS.COM](http://WWW.WESTPORTYACHTS.COM)



## It is Paul Cayard's biggest test: pulling together a new America's Cup team in time to challenge the might of Oracle



Time is rushing by quickly for Paul Cayard. With less than 18 months to the 34th America's Cup, time is the resource in shortest supply. Money is not so much the issue. That comes from the Artemis Racing team's owner, Torbjörn Törnqvist, one of Sweden's wealthiest businessmen. Although it competes under the Swedish flag, representing the Royal Swedish Yacht Club, Cayard heads up a multinational group of sailors, designers and

various other experts in their field, including a new breed of high-powered eggheads for the America's Cup – aerodynamicists.

Cayard's challenge is to bring together a still new group of people and mould them into a cohesive team. 'A lot of the projects test us in the specifics of the project, but also just on our own organisation processes,' says Cayard. 'We've been working on the construction of the wing (the giant wing rig that will power the AC72 catamaran) for quite a while now. It's been very enlightening, [because of] the complexity of these wings, and the processes a team needs to be proficient at to execute anything.'

While there are nine or 10 teams competing on the America's Cup World Series circuit in the AC45 'training wheels' catamarans, Artemis is only one of three teams expected to mount any kind of serious challenge to the financial and organisational might of the defender, Larry Ellison's Oracle Racing. Oracle, along with challengers Emirates Team New Zealand and Luna Rossa, have the benefit of competing in previous America's Cups, whereas this will be the first time for Törnqvist's team. With all his experience of the Cup and his known man-management skills, Cayard was the obvious appointment for a new team. The San Franciscan doesn't underestimate the challenge. 'That's probably the big advantage the other three teams have compared to us: they're ongoing, existing entities. While we have a lot of individual America's Cup experience at Artemis Racing, it's the gluing together of all that that takes time, and it's (competition experience as a team) a valuable asset. We're in catch-up mode in that regard.'

As to the design and build of a wing rig, everyone is playing catch-up to Oracle, which used its wing-masted giant trimaran to seize the Cup from Alinghi in Valencia two winters ago. 'Oracle have been thinking about wings and control systems for wings for a long time now, probably three years. That's a good head start.'

Cayard says it is impossible to overestimate the challenge of building a wing rig compared with a conventional mast with soft sails. 'For past Cups, you would design your rig and the spreaders, and maybe some of the fittings, but for the manufacturing you could rely on a high quality builder like Hall Spars or Southern Spars to not only build the mast, but as a shoulder to lean on. Here, we're much more on our



own, building the entirety of the wing ourselves. We're working with Future Fibres, but it's like starting your own business and paving a trail with an unknown product. A year ago we had no idea what was involved in building the wing. And now that we're just about done, it's a completely different level of knowledge. This is going to be an America's Cup where people are learning a lot all the way to the last day.'



# america's cup diary

words: Andrew Rice

photography: Sander van der Borch/Artemis Racing



Traditional America's Cups have developed innovations and new technology that trickled through to other parts of the sport, such as the superyacht racing circuit in the Mediterranean and Caribbean. But what can the racing community expect to inherit from the 34th Cup? 'We've made such a quantum leap in so many ways, it's hard to say,' admits Cayard. 'The materials and the construction processes have taken a serious leap. But frankly, the wing doesn't look like equipment you should put on







a sailboat. It looks like it should be part of the NASA Space Shuttle program, it's so sophisticated. It's a really impressive piece of equipment.'

So, no sign of wing rigs on a superyacht then? 'The problem is, what do you do when it's blowing 40 knots? Then again, if I think of a big heavy boat like a Perini Navi, maybe you could just feather the thing, let it articulate into the wind and the boat is so big and heavy that it doesn't bother it. The lightweight cats do sit pretty well on the mooring at night even in 20, 25 knots of wind. So we might be getting there. Maybe in 20 years we'll look back on this whole thing and say, "Wow, it's amazing how scared we were of the thing!" Maybe all the boats in the harbours will be tied up with wings on them and they'll just be freely rotating at the dock, and it won't be a big deal. But right now, we just don't have the practical experience to know that.'

Not that Cayard has much time to devote himself to the 'what if' scenarios of 20 years from now. It's all about the next 18 months. And with the demise of Mascalzone Latino, the Italian team that originally took on the role of Challenger of Record, that responsibility was taken on by Artemis Racing. Some would say it's a poisoned chalice. As a good friend of Russell Coutts, the CEO of Oracle Racing, Cayard has been criticised for being too chummy with the defender. 'I know there are criticisms of us being collaborative or overly supportive of the defender. But we're working with Russell to try to make this the best event possible.'

'Some people feel it would be better if the Challenger of Record argued with everything the Defender wanted to do. And people at the Competitors Forum know there are times I objected to things, just not in public. Publicly, we need to look like and act like a cohesive event. I don't see the point in being antagonistic just for the sake of being antagonistic.'

Recently a 'Code of Conduct' for the 34th America's Cup has been introduced, which Cayard believes is long overdue in the sport of sailing. 'It's a concept that exists in every professional sport and the one we've adopted is very similar to the ATP (tennis) code of conduct. If you look at the NFL, the ATP and the PGA, they all have codes of conduct, so why shouldn't we? There was an impetus to get it going because unfortunately we have some people, one in particular, who seems to find the need to speak in a detrimental way about the event.'

That 'one in particular' is Grant Dalton, head of Emirates Team New Zealand, who has been the most outspoken critic of the management of this America's Cup cycle. Rule 60 in the amended Protocol is officially titled: 'Protecting the reputation of the America's Cup'. However, as Cayard points out: 'The Kiwis have named Rule 60 the "Dalton Amendment", so it's not news it was pointed at him. He knows it, yet he says, "I'm going to keep lobbing grenades over the fence." He's openly willing to be derogatory and detrimental. I don't mind honest criticism and I accept the fact there are fewer teams now than we all hoped, but there's reasons for that. It's not just the event. The world economy's tough, there's a lot of reasons for that.'

For an America's Cup, you only need two teams: a defender and a challenger. So the event is not in crisis, but it's not going to be the multi-team bonanza of Valencia 2007 either. Cayard feels pulled by his duties to the team, Artemis Racing, and to the health of the 34th America's Cup as an event. It's not an easy line to tread, and the next year and a half will be among the most challenging of his career.





# FURUNO



Total Control at your fingertips

**NAVnet**  
TZ  
touch



FURUNO U.S.A., INC.  
FURUNO (UK) LIMITED  
FURUNO FRANCE S.A.S.  
FURUNO ESPAÑA S.A.  
FURUNO DANMARK A/S

FURUNO NORGE A/S  
FURUNO SVERIGE AB  
FURUNO FINLAND OY  
FURUNO POLSKA z o.o.  
FURUNO EURUS LLC

FURUNO DEUTSCHLAND GmbH  
FURUNO HELLAS S.A.  
FURUNO SHANGHAI CO., LTD.

[WWW.NAVNET.COM](http://WWW.NAVNET.COM)





WHEN TALENT MEETS EXCELLENCE,  
IT'S ITALIAN ART.

ITALIAN INGENUITY AND TWO HUNDRED  
YEARS OF EXPERIENCE SHAPES THE  
PERFECT PROCESS TO MAKE YOUR  
DREAM COME TRUE.

**FINCANTIERI**  
YACHTS

ITALIAN ART ON THE SEA





# Yachting in Greece: a legal guide

With 10,000 miles of coastline, Greece is a favourite superyacht playground. While you are enjoying it, there are a few rules and regulations to remember

Last summer we observed a significant increase in yachts that weren't Greek flagged, cruising in Greek waters. Measures to boost tourism have clearly had a positive effect on the chartering market, with the volume of tourism being the key factor shaping the demand for charter services.

The government managed to attract a large number of non-EU visitors this year from fast growing economies such as Russia, Turkey and China by relaxing visa requirements.

Tourism is the engine of the Greek economy, accounting for one in five jobs and over 16 per cent of the country's GDP. More specifically, nautical tourism employs more than 3,000 Greek seamen, chartering brokers and employees in yachting related activities. During the summer

months, direct and indirect employment created by the industry is much greater. Considering Greece produces little else, it is unsurprising that the government promised to take further measures to reinvigorate the sectors of tourism and yachting.

There is a serious need for new and upgraded marina facilities throughout Greece. The Greek government identified tourism infrastructure development as a priority target and is trying hard to attract foreigners to invest in new marinas, along with supporting the upgrading of existing marinas, to accommodate increasing demand in the yachting sector.

There are a large number of marinas under construction in Greece. It is crucial for the Greek yachting industry that these projects are





completed in the near future; beyond the obvious economic benefits, Greece is beginning to lag behind the rapidly evolving Turkish yachting industry, with its significant growth in tourism, booming economy and flexible legal framework for the establishment of marinas.

## Cruising

Rules and regulations apply to yachts wishing to cruise in Greece, depending on whether the yacht is registered under an EU or non-EU flag and whether it's a commercial or private vessel.

### Commercial Yachts

For owners wishing to moor their commercial yachts permanently in Greece, the most straightforward route is to register under the Greek commercial flag. Under this flag the yacht will also be able to operate within and outside Europe, subject to local laws. To register with the Greek commercial registry the yacht must be owned either by an EPE (limited liability company), a Société Anonyme, or a NEPA (maritime company for pleasure yachts). The most commonly used is the NEPA as it was created for this purpose.

The Greek commercial flag confers benefits including exemption from VAT when buying the yacht, discounted marina fees, duty-free fuel and reduced VAT on the charter fee at the rate of 6.5 per cent, payable by the charterers.

A licence to charter, valid for five years, must be obtained and documentary evidence must be kept showing that the yacht was engaged in chartering for at least 200 days (or 300 days where the yacht is below 20 metres) during the five-year period of the licence.

It is important that all owners keep meticulous records as the Greek authorities are keen to clamp down on artificial chartering and are investigating a large number of commercial yachts with the intention of collecting much needed revenue.

Greece also allows for the chartering of non-Greek registered yachts in Greek waters as long as they are EU flagged. This could be an option for an owner wishing to charter in Greece regularly without registering the yacht with the Greek registry. As it is a complicated and bureaucratic affair it is not worth doing if the yacht will not be chartering in Greece on a regular basis.

As with the Greek commercial flag, a charter licence will need to be obtained with the same rules applying in relation to the number of days the yacht must operate commercially during the five-year period. The European owning company of the yacht will also have to establish a branch office in Greece with a local VAT number paying tax to the Greek authorities on all income derived in Greece.

In general it is simpler to register under the Greek flag where the intention is to charter on a fairly permanent basis in Greece. The only reason a non-Greek flag may be preferable is in relation to crewing; where a yacht is over 650 tonnes it does not have to comply with Greek crewing regulations (often limiting) and should only adhere to its flag state regulations.



Registering under Greek commercial flag or setting up a Greek branch office and obtaining a Greek charter licence are not sensible options for yachts chartering in Greece sporadically. In such circumstances a yacht can charter in Greek waters if the charter starts or ends at a port outside Greece.

### Private Yachts

EU flagged private vessels can cruise freely in Greek waters as long as there is evidence that the VAT has been settled and not reimbursed in full in an EU country. There is a grace period of one month where the VAT has not been paid, but following the expiry of this period the yacht must pay the VAT due if she is to stay in Greece.

Temporary importation is adopted differently in Greece, allowing for non-EU flagged vessels with non-EU resident registered users (rather than beneficial owners) to remain in Greek waters for up to six months. After this period the yacht must leave Greek waters for at least six months before re-entering.

## Latest News

With artificial chartering at its peak, aggressive measures have been taken to tackle abusers of the commercial flag. A law was introduced that gave owners of Greek commercially flagged vessels incentives to convert their yachts to the private registry and settle the VAT due, but it ceased to apply on 20 January. It remains to be seen whether similar measures will be taken in future.

### HILL DICKINSON ([hilldickinson.com](http://hilldickinson.com))

The firm provides guidance on all legal aspects of yachting including new builds, sale and purchase, charter, taxation, crew and ancillary matters. Any errors or omissions are the authors' alone. This article does not provide, or replace, legal, financial or tax advice.



alen tender | 32' | 42' | 52'

Tailored for you

www.alenyacht.com - Photos: Nicolas Clatis



More? [www.alenyacht.com](http://www.alenyacht.com)

Alen tender 42: LOA 12.91 m / 42' 4" • Beam 3.65 m / 12' • Draft 0.70 m / 2' 4" •  
Displacement 7 tons • Fuel tank capacity 1 000 l / 264 US Gal • Fresh water tank  
capacity 300 l / 79 US Gal • Engines 2 x 440 hp • Speed max: 34 knots.

 **alenyacht**  
A step further



# Boat International on your iPad & iPhone

## FREE ACCESS FOR ALL PAID SUBSCRIBERS

- Boat International is now available for your Apple iPad and iPhone
- FULL access is FREE for all print subscribers
- Every article, every photo and every feature from the print edition, will be delivered to your iPad or iPhone
- Plus, watch out for exclusive additional content, including extra images, video and interviews
- Each edition of Boat International will be available to download, via the FREE iTunes app

## HOW DO I SUBSCRIBE?

If you're not currently a paid subscriber, you can take advantage of this month's special offer...

- SAVE up to 25% on the print edition
- Express delivery of the monthly print edition to your home (or office)
- FREE special supplements to complement your magazine
- FREE access to the Boat International iTunes app on your iPad & iPhone
- Go to [www.subscribeonline.co.uk/boatinternational](http://www.subscribeonline.co.uk/boatinternational) for an instant subscription



**Print edition**

SAVE up to 25%



**iPad edition**

FREE to PAID subscribers



**iPhone edition**

FREE to PAID subscribers

If you're only interested in receiving Boat International through your iPad or iPhone – you can buy each issue for £4.99. Simply go to the App Store, search for Boat International and follow the on-screen instructions.



**SUBSCRIBE TODAY**

[www.subscribeonline.co.uk/boatinternational](http://www.subscribeonline.co.uk/boatinternational)

(Promotion  
code IPP11)



FREE FOR SUBSCRIBERS

**"Having every issue of Boat International on my iPad gives me access whenever I want. The extra interaction with articles is a brilliant innovation. There are great additional photos and videos"**

Konstantinos Doukas, owner of M/Y Duke



In association with

**nisi** YACHTS



**SUBSCRIBE TODAY**

**UK 0844 249 0208**

**Overseas +44 (0) 1795 414908**



# Foiling physics

WHEN THE THEORY OF AN OUTRIGGER MEETS THE SCIENCE OF AN AEROPLANE'S WING, THE RESULT IS PURELY RADICAL DESIGN

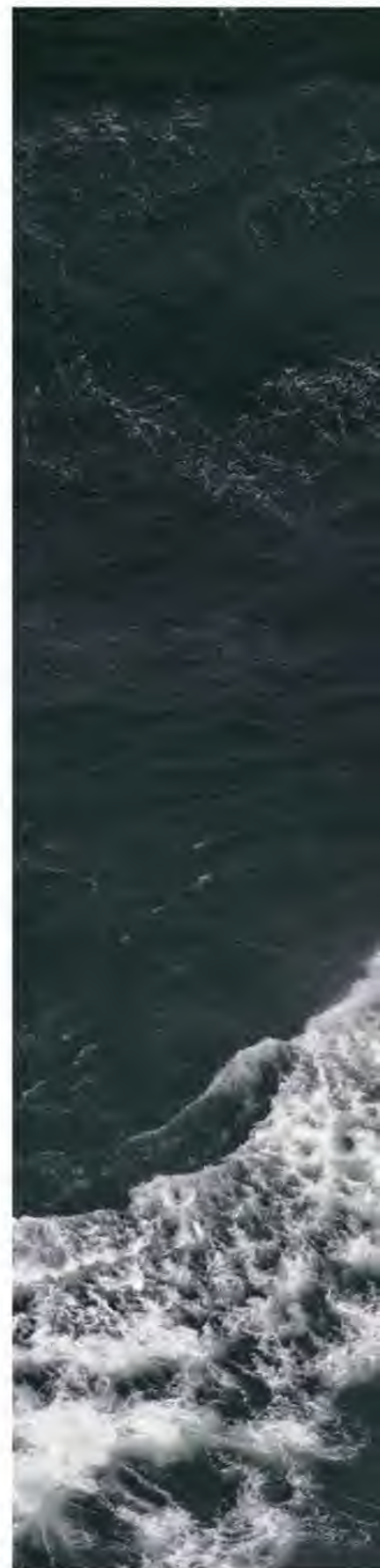
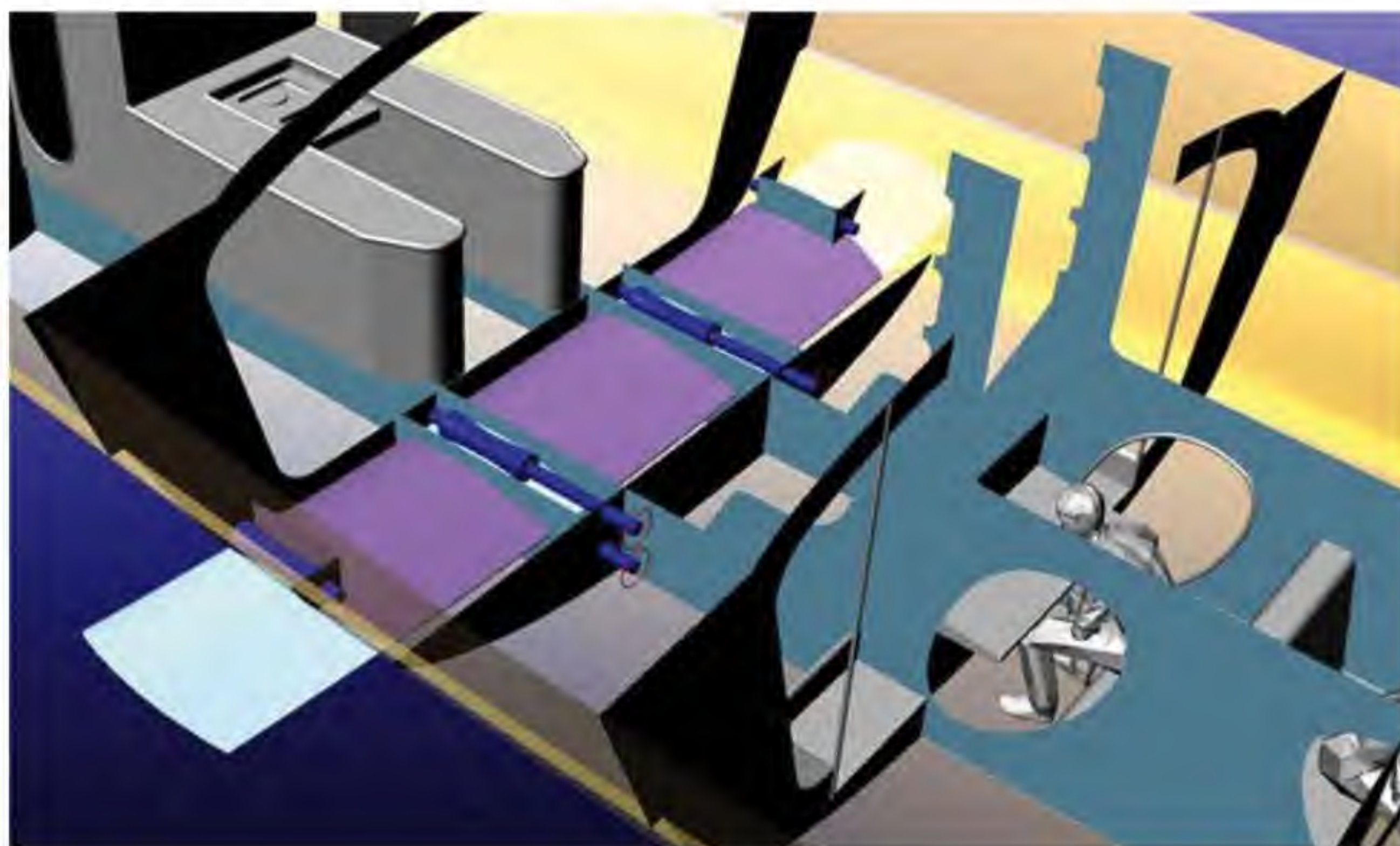
Revolution is perhaps an overused word. Not everything is equivalent to the overthrow of an existing regime. The Dynamic Stability System developed by naval architect Hugh Welbourn, business partner Gordon Kay, and engineer Will Brooks probably is. These fellows are such good sailors that if they didn't have degrees and day jobs, they could be making a living out of it. Welbourn is a foil and ratings specialist and has 'optimised' and raced some of the most interesting boats in the world, from Olympic class dinghies to maxis and Swans. Brooks, a structural engineer to five America's Cup campaigns, is the half of the technical team that has to make it all work.

Welbourn Design was an early adopter of velocity prediction programs (VPP) and computational fluid dynamics (CFD) to study the interactions of foils with water and the effects of foil types on motion. Sailors of fast boats know all about motion and the fatigue it puts on both structures and crew. Existing keel designs have had a tremendous impact on speed, says Welbourn, but do nothing for pitching, yawing and vertical acceleration. Looking for ways to reduce motion without reducing

speed, in 1997 he began running computer analysis of the lift-to-drag ratios of horizontal retracting foils.

While other engineers were putting effort into canting keels or extremely deep bulb keels, Brooks was not a fan. In 2002 he began working with Welbourn to test ideas on radio controlled models. Next, for design development, they used tank, VPP, and real-time sailing data from the 28 metre Bols supermaxi as a baseline, then tank tested a 1/10 scale model of the next generation 30 metre raceboat. This showed them just how critical parameters such as fore and aft location of the horizontal foil were to performance. Testing was performed with the Wolfson unit at the Southampton Institute and higher speed runs at the GKN tank in Cowes – the expensive way to gain hard data.

The team then put a fixed foil on half of a seven metre boat in Australia. 'Actually, what it did was give us instant comparative data tack to tack,' says Welbourn. When the side with the foil consistently out-performed the foil-free side in all conditions by up to 35 per cent, they knew they were on to something that was more than a scientific exercise. Welbourn patented the design as the Dynamic Stability System (DSS).







words: Marilyn Mower



Under sail, the horizontal foil remains below the surface of the water, dampening motion and reducing leeway as well as providing lift which allows more sail to be carried further up the range. The foil slides through a watertight compartment below the cabin sole (far left) from tack to tack





By 2007, they had built a scaled-down working model of a 30 metre yacht. This eight metre test bed gave them data from both fresh and saltwater sailing in varied conditions. Next, they plugged in CFD to calculate the hypothetical performance enhancement of a Wally 94 retrofitted with DSS. The results were staggering. Now they are utilising test tanks to refine designs for a 16.5 metre daysailer and two 30.5 metre fast cruisers.

So how does it work? A curved foil slides through a watertight casing in the bilge area. Its span, chord length, sections and curve radius are determined by each boat's mission profile and general configuration.

When the boat tacks, the foil is slid to the new leeward side along Harken roller bearings, where it generates lift, forcing the boat to sail more upright, thus allowing it to be

trimmed for more speed. Secondly, the foil's position underwater dampens pitch and roll, improving rig efficiency while reducing motion and strain on the helmsman. The foil extends outboard less than the boom or the mast when the boat is heeled even at only five degrees, so it is unlikely the foil would come into contact with another yacht or structure. It is, however, designed to break away on impact.

Without the DSS foil, the yacht would have plenty of stability from its fixed keel, and while the sails might need to be adjusted, the yacht would remain completely safe. Any certified yacht is already required to have a minimum stability such as STIX, as used in IRC racing, AVS (angle of vanishing stability) in IMS/ORC, or another classification body's regulations.

However, to extract good performance from most





The diagrams (right and below) show how the curved foil slides through a casing in the bilge area, and slides out along roller bearings during a tack



modern boats with their big sail plans, most have significantly more weight in their keels than would be strictly required for the safety aspects. It creates a vicious cycle: more weight means more sail, more sail means greater rig height, which means a deeper keel, which means more effort to move the boat in light air, not to mention more cost.

The DSS system, however, promises an inwardly reducing spiral: less keel weight is required, as the foil provides a significant part of the stability profile, so less sail is required, so less draught and less overall displacement.

According to Welbourn, the DSS can provide benefits for almost all types and sizes of monohull; he has scaled it up to a 46 metre and it can be retrofitted onto existing boats. The technology licence can be purchased, but Welbourn and Brooks, working with Gordon Kay, have drawn a line of yachts optimised for the horizontal foil under the marque 'Infiniti'.

Conservatively, says Kay, the Infiniti Yacht is five to 10 per cent faster upwind and significantly more comfortable, with five to seven degrees less heel and much less pitching in a seaway. Because the boat increases stability without additional lead or water ballast, the Infiniti Yacht is measurably faster in light air and more easily driven. In windier conditions, especially reaching, 30 to 40 per cent more speed is a conservative comparison for some of the more performance orientated designs.

The racer will see a cleaner interior compared to a canting keel yacht. There are no vertical dagger-boards or canting keel mechanisms impinging on interior volume and sail handling and packing areas. There are no ballast tanks, so volume is maximised throughout.

The performance cruiser will see an interior that equals the finest interiors of fixed keel yachts with a comparable design brief. Infiniti has been working closely with Design Unlimited, which has designed interiors for such signature vessels as *Visione*, *Ran*, *Pink Gin* and *Singularity*. The DSS unit is below the cabin sole, and the drive units for the foil itself are easily accessed and serviced, even while sailing.

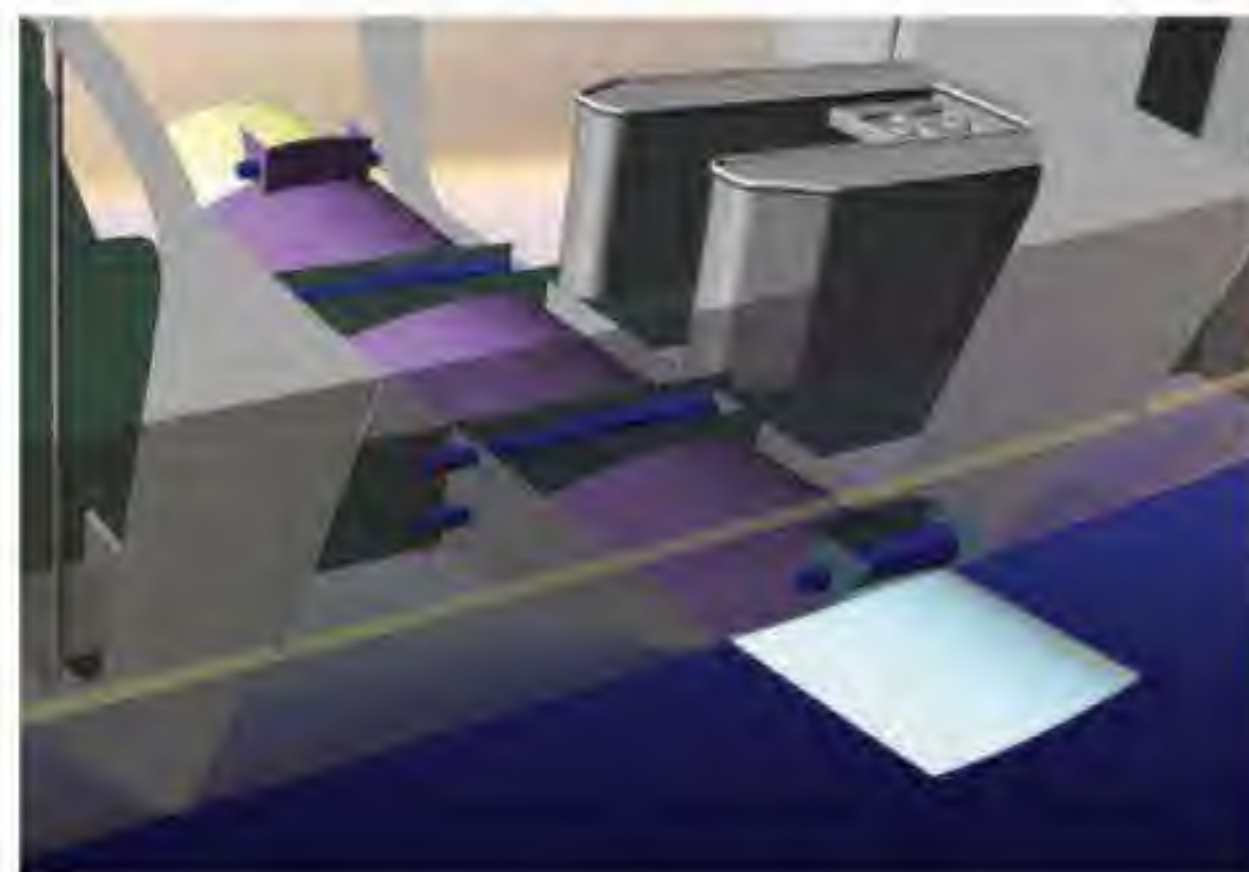
'The Infiniti 100 S was developed in response to a client

brief for an ultra-fast cruising yacht,' says Kay. 'He wanted a yacht that was focused on Mediterranean sailing in both light and heavy winds. The yacht should be stylish, provide plenty of outside living with a focus on relaxing, swimming and enjoying the experience of sailing, although he also plans to race. The interior is developed around six guests in three cabins and four crew in two cabins.'

'The brief for the 100 R was to be capable of breaking all records but without using diesel power to run winches or cant keels,' says Welbourn. 'Because it weighs less than 50 per cent of a yacht such as *Leopard 3* at the same length, we are able to have a sail plan that can be managed manually – therefore it is eligible for some of the key records such as the transatlantic.'

Indeed, at the 2011 Fort Lauderdale show specialist builder Danish Yachts announced a partnership with Dynamic Stability Systems and Infiniti to build the 100 S under the name FLITE 100, along with others in the Infiniti range, with Yachtzoo appointed as worldwide sales agents. Employing Danish Yachts' specialist knowledge of building in carbon, the yacht will be fully pre-preg. It's all part of that inward spiral of construction. 'Everything gets lighter,' Welbourn says. 'Racing maxis come in at 28 to 30 tonnes – we can do this at 20 tonnes.'

A scaled-down demonstrator is already under construction at the Danish Yachts yard, and is due to be launched this spring, ready for sea trials.



The cruising versions of the Infiniti designs benefit not only in terms of performance and VMG, but also in the interior – with no keel box or mechanism, there is no intrusion on saloon space, while the motion dampening effect of the DSS foil also acts something like an anti-seasickness device





AUDIO-VISUAL SPECIAL

# THAT'S ENTERTAINMENT

words: Kelly Sanford and Tom Isitt





## HIGH-END AUDIO-VISUAL AND AUDIO ENTERTAINMENT SYSTEMS ARE A MUST ON MOST SUPERYACHTS. WE SEPARATE THE BIG AUDIO DYNAMITE AND NIRVANA FROM THE ART OF NOISE AND BLUR

If music be the food of love, play on. So says the lovelorn Orsino at the beginning of *Twelfth Night*. Shakespeare was right in saying that music stirs the soul and lifts the spirit. From the soaring strings of a Puccini aria to the thundering bass riff of a dub-step floor-filler, music has the power to move us. Similarly, watching *Raging Bull* or *Blade Runner* on a theatre-quality audio-visual (AV) system can be a breathtaking and immersive experience.

AV has undergone a major change in the last five years. With super-fast broadband and wireless routers in our homes, the digital revolution in AV allows us to stream music wirelessly, to view movies from the internet, show photos from our computers on our TVs, and surf on our tablets. Systems too expensive five years ago are affordable today and reward our thirst for instant gratification. Yet the ability to enjoy this instantaneous and unlimited access to digital programming is still in its infancy for yachts.

### It's all about bandwidth

Steve Segall, president of AV Concepts and Design in the US, explains that bandwidth is a big hurdle for an owner who wants to take entertainment technology in their home and bring it to their yacht. 'Bandwidth is everything, because bandwidth equals speed,' he says. 'Though VSAT (very small aperture terminal) access to bandwidth on yachts is getting faster, this speed is expensive and is still going to feel slow compared to what an owner might experience at home.'

For yacht owners hoping to do away with an onboard server for digital entertainment and switch to live streaming from a source like Netflix or the Cloud, experts agree this is a few years away. 'Live streaming is great because there is instant access to just about anything. Trying to duplicate this



BUGSY GEDLEK

**A screening room is common on superyachts these days – but re-creating your at-home data speed remains an issue**





ALEXIS ANDREWS

experience will be neither instant nor gratifying if you are expecting fibre-optic quality and speed from data over a VSAT. Achieving comparable speeds from satellite data is not feasible today. Can you get close? There are boats that have tried, but hardware and service costs are astronomical and the result won't be equivalent – for now, anyway,' says Segall.

Most in the industry agree, and most prefer hardware and hard-copy media archives of digital music and movies on board, because the quality from CDs and DVDs is currently better than compressed files streamed from the internet.

## Get the network right

In today's market, there are things an owner needs for the AV system to be highly functional, high performance and make the best use of the options available. Segall says it starts with VSAT and both a wired and wireless network on the boat. He also recommends every owner hire at least one tech-savvy crew member who can troubleshoot the technology.

According to Paul Cook of ANT, a British company that specialises in AV and IT for yachts of 60 metres and over, 'The absolute key to a future-proof installation is the "backbone", a network of fibre-optic or more traditional cabling that runs throughout the boat and from which all the elements of the AV and IT systems run. We advise clients to "spend-to-save", whereby they have an upgrade path installed long before they will need it. It's cheaper in the long run, and avoids having to pull parts of the boat apart to install upgrades.' This is echoed by Neil Grant, of Harris Grant Associates, one of the leaders in this field (see [page 60](#)): 'A quality "backbone" allows you a potential upgrade path regardless of what happens with the hardware.'

## Hardware

Hardware is usually specified as late as possible in the build process due to the time taken with most builds – there's not much point in spec'ing today's must-have kit for a yacht that won't be delivered for another four years.

Many options are available for the AV display. You should start with a high-definition (HD) native 1,080p resolution, multi-standard, network-connected smart TV to make best use of what is available now, or coming soon. The current largest off-the-shelf displays are nearly 50 per cent larger than they were five years ago, maxing out at 153 inches.

Then there are the OLED panels, with ultra-thin screens, blisteringly fast refresh speeds, and exceptionally crisp images, at exceptionally high prices. Until recently, OLED screens have been limited to smaller sizes, but at CES (the Consumer Electronics Show in Las Vegas) this year, both Samsung and LG unveiled their new 55-inch OLED TVs.

Something else to consider is 3D TV, which the home entertainment industry is trying to convince us is the Next Big Thing. The problems with 3D include limited content in programming, and how the three dimensions are achieved. The viewer must wear glasses, which relay 3D images to a 'sweet spot' in front of the screen. When contemplating 3D, evaluate the room's layout and the viewing angles for people seated in that space before committing to that technology.

But other technologies are coming that will make today's 1080 HD look like a Movietone newsreel. Today's HD (1,920 x 1,080 pixel resolution) is known as '2K technology'. That standard is about to double, and the next generation of HD will be 4K. Pixel counts will double and resolution and colour will be exceptional. ▶

**The choice of AV display needs careful thought, with off-the-shelf HD screens getting much larger, super-thin OLED screens available – and 3D technology trying to get your business**

**'The key to a future-proof installation is the "backbone", a network of fibre-optic or more traditional cabling that runs throughout the boat'**





UFO-WPR-3ER



TPMC4-SMD-FD



IDOC-PAD-DSC



V-Panel

# THE ART OF CRESTRON

Control, Media Distribution and Entertainment Solutions for Yachts

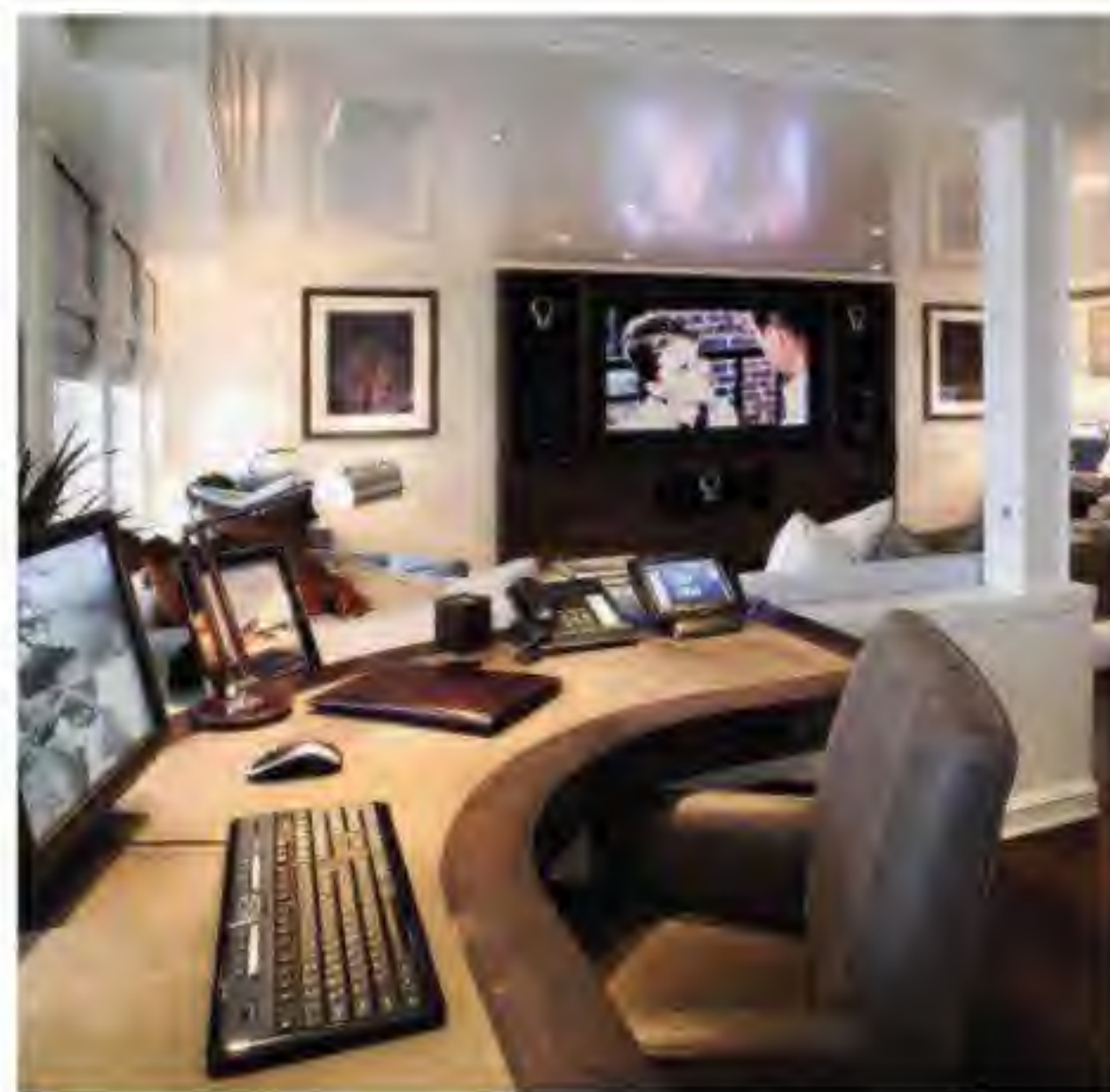
Luxury yachts are homes away from home.

Enjoy the same elegant lifestyle of comfort and convenience at anchor, in the marina, cruising the coast or on the ocean waves as you do relaxing in the home. Browse, select and play favourite entertainment without leaving your seat. Adjust lights, blinds and temperature – even control the hot tub.

Whether from a touchpanel, remote, custom keypad – even from your iPhone or iPad – total control is always at your fingertips. More than just a pretty interface, Crestron systems are rugged and reliable, perfect for this mobile environment.

For more info call us now on +44 (0) 845 873 8787 or visit [www.crestron.eu](http://www.crestron.eu)





DVD players remain a necessary extension of a yacht's entertainment base, and Blu-ray is now the standard. Prices are on par with standard DVD players, disc prices are only slightly higher and the picture quality is far superior.

For now, the ultimate in onboard access to movies and music is still through a central server. There are many options for servers, and a budding trend is comprehensive, custom, multifunction systems that have been designed to suit an owner's preferences and can be controlled by off-the-shelf devices like an iPad. Once the problems with limited bandwidth are overcome, expect the central server to be a thing of the past and the Cloud to take over.

## Audio

Sound is the final ingredient of an AV recipe for which 'season to taste' is an appropriate metaphor. Sound is a much more diversified medium and personal preference will play a major role in weighing up sound options. You might even consider different systems for different functions. For viewing movies and TV, a surround-sound system of some sort is desirable, whereas audio purists often prefer their music to come from a more specific source, rather like sitting in front of a band or orchestra. For that reason many audiophiles will have one sound-system for the onboard movie theatre, and another for their music.

Choosing a company to supply and install your system is not easy, but there are companies that specialise in varying levels of installations. Generally, you should expect it to have extensive experience in the superyacht market, and a long list of satisfied customers. PSP in Germany, for instance, has been in the superyacht AV market for 15 years and worked on 20 yachts from 18 to 160 metres, with nine Lürssens including the 92 metre *EOS* and the 60 metre *Vive La Vie*.

'The philosophy of PSP-AV,' explains MD Rudi Benedikt, 'is that entertainment needs to be fun, it needs a high-quality network, with quality AoD and VoD solutions, live TV, Blu-ray and 3D, and onboard cinemas of any size. Our business includes consultation, planning, CAD, development, installation, programming, set-up, and after-sales service.

Client liaison is vital, and when an owner spends €1.5 million for an entertainment system it is important they be handled like a financier, not as beta-tester.

'We recommend hardware like Kaleidescape for VoD and AoD, RTI controller components, Crestron control systems, and Apple products – they have revolutionised portable entertainment, and most owners are Apple users already.' Indeed, the iPad is now almost the default choice for remote controls, such is its ease of use and intuitive interface.

Home & Marine Electronic Systems (H&M), in Bremen, Germany, boasts a similarly impressive portfolio of yacht installations that includes *Lady Moura*, *Octopus*, *Pelorus*, *Rising Sun*, *Al Shalamar* and *Le Grand Bleu*, to name just a few. 'For H&M it is paramount to take the customer's wishes into consideration,' explains MD Günter Trempnau. 'This means that customers are allowed to dream, and we will turn their dreams into reality.

'The devices we recommend are the best on the market. Customers can choose between leading brand names or exclusive small manufacturers that offer a truly impressive level of quality. We simply make our customers happy.'

## Look and style

When it comes to the interior styling of a yacht, owners don't necessarily want to stare at AV hardware all day. Firms like Lantic Entertainment Systems concentrate on developing the highly sophisticated networks that allow owners and guests to access an array of information and entertainment, without any of it being visible.

'For all the expense and cutting-edge technology,' explains Peter Bouman from Lantic, 'the only clue for the owners and his guests that they are using a Lantic system will come from the apps on their tablet or smartphone to choose their next music track or movie, or view the state of financial markets.'

It's hard to imagine that less than 10 years ago today's essentials like onboard wireless networks and entertainment servers were groundbreaking technology. Today, these features are commonplace and yachts are able to stay connected and entertained like never before. ▶

**Whether you need a TV room, an audio system or a PC console, a high-end company will provide everything from planning to after-sales service – but they recommend hiring IT-savvy crew in case anything goes wrong at sea**

**Some firms have highly sophisticated networks that allow owners and guests to access information and entertainment, without the system being visible**



BUGSY BEDLEK; COURTESY OF CAT



# THE LIFT-SYSTEMS OF THE LARGEST MEGAYACHTS



## FROM NOW ON IN YOUR HOME...

Why should you see your television set, when you aren't watching?  
Equipment, cables, a black screen – a vision you can do without. Technology is great but not always good-looking.  
With PrioLift, okugi has the complete furnishing solution. Because less is sometimes more.



**PRIOLift**

CHOOSE YOUR FAVOURITE SYSTEM AND YOUR INDIVIDUAL COLOR.





## EXTREME AV

words: Tom Isitt, Bill Ando and Roger Marshall

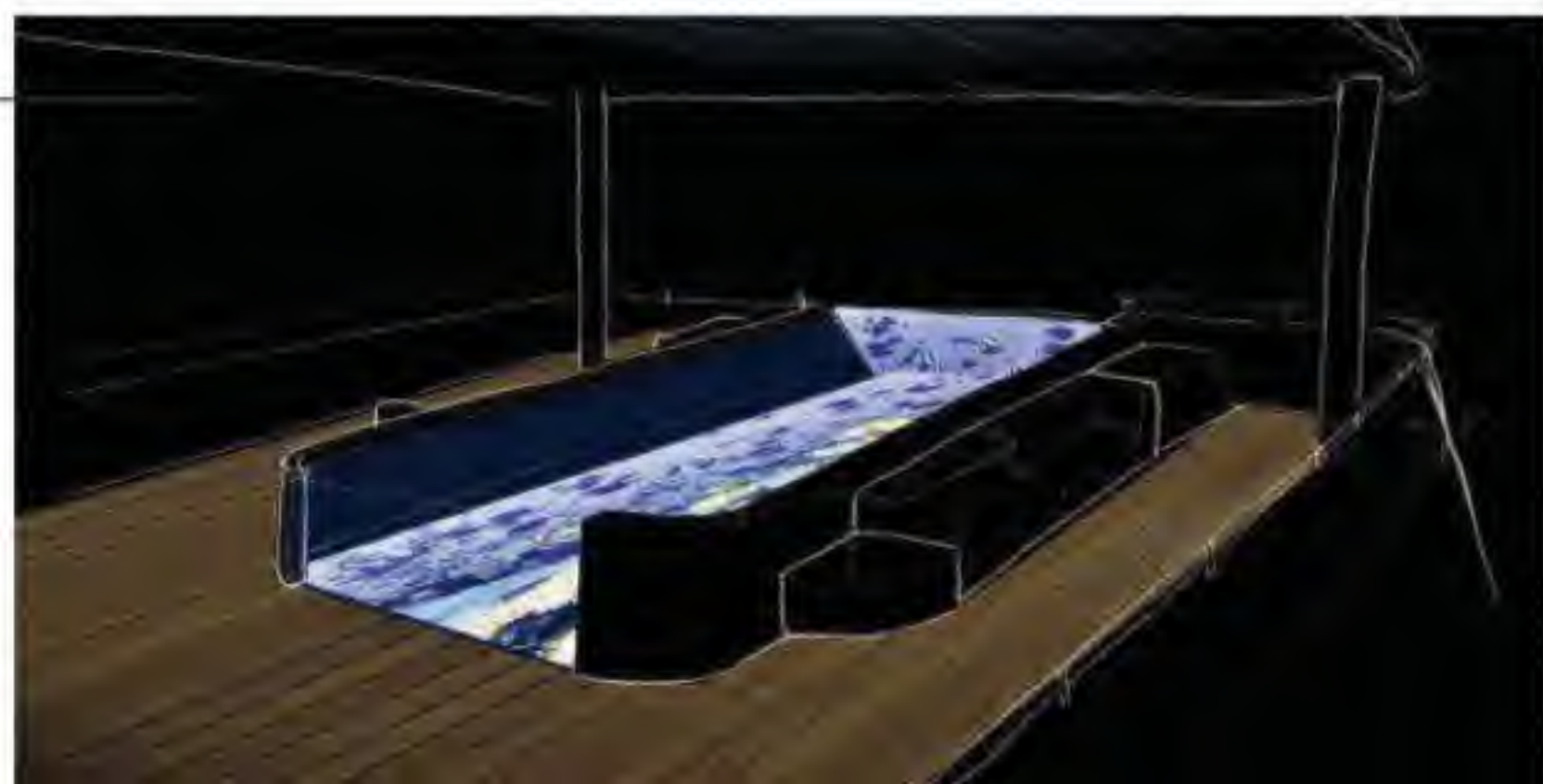
## PLAYING AT THE BAR

While sipping a cocktail, you can play with the interactive bar, thanks to VBH's multi-touch, waterproof surface: select music, watch a movie or share pictures. Photos can also be flicked across the room from the bar to a video wall with a finger movement. Other options include checking the boat's itinerary or future weather conditions. The visuals on the surface will respond to objects placed on it, providing guests with a memorable experience.



## THE POOL THAT THINKS IT'S THE SEA

For a swimming pool experience unlike anything you've ever had, there's the interactive pool from VBH. It projects an image into the water of anything you desire, but being a pool, the most obvious scene is a coral reef. Guests can swim above beautiful reefs with fish that respond to their movements. This is something best planned during construction rather than retrofitted, as the pool must be installed with a glass bottom that can be serviced from below and the side, and a sensor must be installed above the pool to permit interactivity.





REMEMBER THE HOLODECK ABOARD THE STARSHIP *ENTERPRISE*? WE'RE NOT QUITE READY TO MAKE THAT A REALITY YET, BUT SOME COMPANIES ARE GETTING CLOSER, TAKING TODAY'S AUDIO-VISUAL TECHNOLOGY TO NEW INTERACTIVE HEIGHTS (AND QUIETER LOWS)

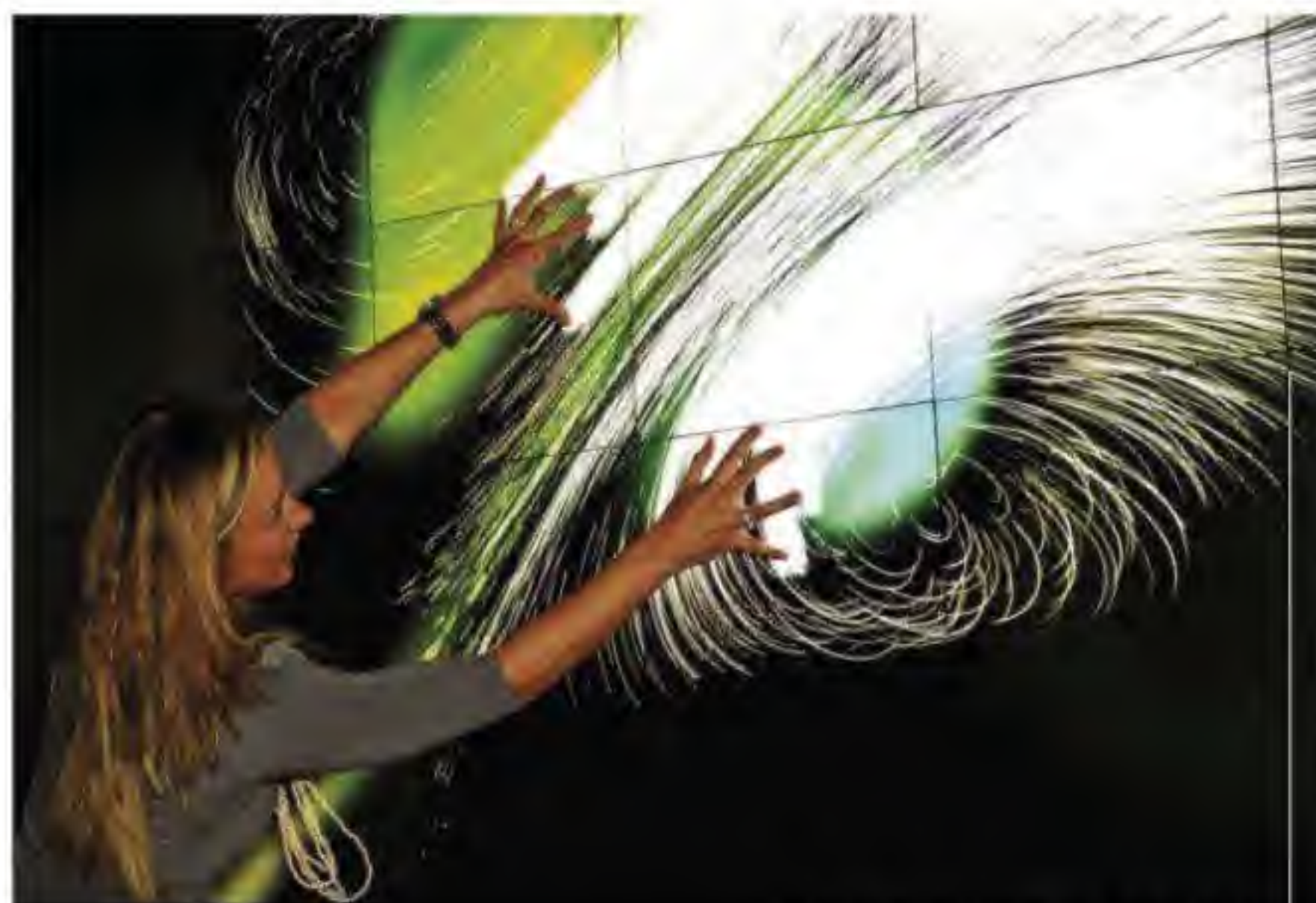


## SCREEN ART

ANT uses OLED screens to create a crossover between TV and art. 'We are working with a company called C'Seed,' says ANT's Paul Cook, 'who have collaborated with Porsche Design to create a screen that comes out of the floor and unfolds like a flower (left) to create a 201-inch flat screen. It is suitable for open-air viewing, making it popular for alfresco screenings on large yachts. OLED screens moulded into the three-dimensional shapes can still show a perfect image, allowing them to be viewed as a sculpture or a TV.'

## TOUCH AND GO

ANT, the AV and IT specialist for superyacht installations, based in the UK, makes interactive screens that function rather like the ones featured in the film *Minority Report*. Multiple windows can be opened, re-sized and moved, all by the user's fingertip. These U-Touch systems (adapted from the gaming market) allow owners, guests and crew to browse the web, check their emails, view a CCTV feed from the engine room, view navigation information, watch a film, listen to music, or any combination of those things simultaneously.



## THE NEW GRAFFITI

Using Organic LEDs (OLEDs) developed by Philips, Promotech presents Living Shapes, an entire wall that reacts to movement and adjusts the light intensity levels as people move in front of it. Each Lumiblade OLED light source used is the thickness of a piece of paper, making it possible to create a warm, well-lit wall. OLEDs have wider viewing angles than conventional LEDs and use very little power. They can be printed onto different types of substrate; in the future it's expected they will be on flexible plastic or even embedded in clothing to produce flexible displays, heads-up displays, lighted curtains and many other creative features.



There is almost no limit to the things you can specify for your boat, but ANT's Paul Cook urges caution. 'There is a big difference between what people say and what they can deliver. What you install needs to be robust and shouldn't be overly complicated – we've been brought in to repair what other people have tried to achieve.'

## EVERY CLOUD...

Have you ever listened to your furniture? Maybe you should. An interesting take on the interactive theme comes from UK furniture designers Silverlining. The firm has been designing, engineering and manufacturing bespoke luxury furniture for superyachts and private residences for 25 years. Recent superyacht projects include *Palladium*, *Anna*, *Baton Rouge*, *Pacific*, *Tango*, *Lady Brit*, *Titan* and *Solemar*.

As part of its research into furniture for superyachts with its Future Perfect range, it has been studying how people interact with furniture and how the look, feel and sound of that furniture makes it an important part of the design process.

'We looked at all the senses and analysed how people intuitively interact, and what they expect,' explains Polina Parshina of Silverlining. 'We analysed the sound a cabinet door makes when it is opened and closed; perception of the object, and the quality of it, are influenced by things like that. Our technicians work with manufacturers to make sure we get the right hardware to achieve the right feel and sound.'







# entertainment systems

development  
controlling  
installation



*control  
everything  
with your  
iPad*

PSP-AV Rudi Benedikt, Demantsf rth 16, D-91486 Uehlfeld Germany  
Fon +49 9163 995588 Fax +49 9163 996812 info@psp-av.de www.psp-av.de  
PSP-AV at Ocean Independence, Club de Mar s/n, 07015 Palma de Mallorca, Balears, Spain

 **AQUASTAR**  
MOTOR YACHTS

*Unique...*



42' 48' 57' 60' 65' 70' 75' 84' 85'



[www.aquastar.gg](http://www.aquastar.gg)

[aquastar@guernsey.net](mailto:aquastar@guernsey.net)

+44 (0) 1481 244550

Aquastar Ltd, Ocean Yard, Bulwer Avenue, St. Sampsons, Guernsey, Channel Islands GY2 4LE, UK



AUDIO-VISUAL SPECIAL

# HIGH-END AV



## GETTING TOP-QUALITY AUDIO ON YOUR SUPERYACHT ISN'T EASY, BUT IT CAN PRODUCE STUNNING RESULTS – AT A PRICE

words: Tom Isitt

Anyone who has ever dipped a toe into the AV market will know that there is a bewildering range of kit available, from the inexpensive off-the-shelf stuff to multi-million-pound bespoke systems. While some production builders are content to fit marinised automotive systems to their boats, most superyacht owners will be looking for something a little more in keeping with their yacht.

### Getting the right sound

Superyachts present a problem for the audio purist. Although most big yachts are well insulated from vibration and noise, the mix of interior finishes and furnishings means getting a crisp, clean sound is a challenge. The acoustic performance of soft furnishings is very different from the acoustic performance of glass, high-gloss veneers and wooden floors.

The obsessives might create a bespoke 'listening room' where furnishings and finishes are specified for their acoustic performance, and the perfect audio environment is created. But most people don't go that far. It is, however, possible to create a truly memorable listening experience in the saloon or master suite, and many top-end

suppliers have systems that compensate for the different materials in the room to produce a rich, balanced sound.

Custom manufacturing of high-end sound components can overcome problems with contrasting room finishes, and the application of custom sound can range in price from tens of thousands of pounds up to more than £1 million for serious audio aficionados.

### The best of the best

According to Peter Bouman at Lantic Systems, supplier of top-end audio equipment to the superyacht market: 'There will always be owners who want to keep their turntables and \$100,000 speakers. Lantic Systems are able to accommodate such enthusiasts by allowing their specialist equipment to be integrated into the network via a high quality sound board.'

In terms of top-end audio, there are a number of companies that you might consider. Living Voice has built an enviable reputation in the high-end audio world, and is bringing that to the superyacht market with some stunning products.

'There is something splendid about a dedicated two-channel high-performance music system,' explains ►

Spot the AV (above)... How you present your system is up to you, but at the high end, companies offer a network so carefully hidden, its only evidence is an app on a tablet





Kevin Scott, founder of Living Voice. 'We try to create a transcendent musical experience and will do whatever it takes to achieve that. We consider audio and AV to be two distinct disciplines. It is our ambition to get people to realise there is a world out there more profound than the rather visceral experience you get from a 7.1 AV surround sound system.'

## Sharing the music

Perhaps surprisingly, Scott likes to work on superyachts despite the challenges. 'With a reliable power supply, and a level of soundproofing you rarely find in domestic situations, a superyacht can make a wonderful blank canvas onto which you "paint" beautiful music. The difficulty comes with integrating good audio with the interior design, and a lot of designers would prefer you to spec a dedicated listening room. But music shouldn't be a solitary, furtive experience in a small darkened room; you should have that beautiful musical experience in the saloon, shared with friends, with sea and the mountains as your backdrop.'

'High-end audio is traditional. It's not about compactness, or efficient data storage, it's about human experience and passion. In that respect, high-end audio has changed very

little since the 1960s and has not been driven on by the digital revolution. What audiophiles are looking for is dynamic range, resolution, tonal colour, the sense of humanity and body, the intimacy, the depth of expression.'

## Speakers

Yes, Kevin Scott is a passionate man when it comes to audio, and Living Voice's products confirm that. The extraordinary Vox Olympian speakers are a case in point. These ultra-high-end speakers are a synthesis of fine cabinet making, fine art, and cutting-edge acoustic science. The cabinets are hand-built as identical pairs by Struik & Hamerslag, one of the world's most celebrated cabinet-makers. Each pair stands at 1.6 metres high, weighs 150 kilos and takes 2,400 man-hours for the cabinets alone. Built to order, they cost between £250,000 and £400,000 a pair. People who know about this stuff rate them as some of the finest speakers available.

Veritais, another leading supplier of bespoke audio and AV systems to the luxury yacht market, has just launched an unusual speaker range from SOEE Soundesign. The design of these handmade speakers enables them to deliver 360 degree sound from a ceiling-mounted or free-standing position. Aside from their unusual appearance and flexibility of positioning, they can be supplied in almost any finish, be it paint, leather, gold leaf or exotic materials such as crocodile and ostrich skin. For the ultimate impact, the Crystal Rain loudspeaker uses 500 Swarovski Elements crystals.

Another system to consider, if you're serious about audio, is the Steinway Lyngdorf range. As well as some truly outstanding speakers, its RoomPerfect system is claimed to be the most advanced room-adaptation technology available. Rather than adapting the room to the sound system with expensive acoustic treatment, Steinway Lyngdorf adapts the sound system to the room.

RoomPerfect uses a true three-dimensional measuring technique and 'unique target response calculation' to analyse and optimise sound performance, tailoring it to the room. The technology ensures any audio system produces rich and pure sound, almost irrespective of furniture, room size, loudspeaker location and listening position.

## Components

The components used are also extraordinary. 'When we started the Steinway project with Steinway and Sons,' explains Peter Lyngdorf, 'I made a promise to Steinway that we could reproduce the sound of a Steinway piano so the Steinway pianist could not tell the difference between a good CD and the actual piano. It worked, and that's why we can put the Steinway name on our products today.'

## Worth the emotion

Top-end audio for superyachts is a very specialised niche, and while some owners may doubt the necessity of spending £500,000 on an audio system, a surprising number of big yachts feature very unsuitable audio systems. If you doubt the wisdom of investing in audio, listen to *O Soave Fanciulla* from Puccini's *La Boheme*. If it doesn't make you cry, you need a better audio system...



With a sizeable investment, the look of your AV system can be almost anything you want, from the retro Vox Olympian speakers (left) to the extraordinary Veritais speakers with Swarovski crystals (above)



## CONTACTS

**ANT**  
a-n-t.net

**AV CONCEPTS AND DESIGN**  
avcd.com

**CRESTRON**  
crestron.co.uk

**C'SEED**  
cseed.tv

**LANTIC ENTERTAINMENT SYSTEMS**  
lantic-systems.com

**LIVING VOICE**  
livingvoice.co.uk

**H&M**  
home-marine.com

**HARRIS GRANT ASSOCIATES**  
www.harrisgrant.com

**KALEIDESCAPE**  
kaleidescape.com

**PSP**  
psp-av.de

**PROMOTECH**  
promotech-italia.it

**STEINWAY LYNGDORF**  
steinwaylyngdorf.com

**VAN BERGE HENEGOUWEN**  
bergehenegouwen.com

**VERITAIS**  
veritais.com

**VSAT**  
vsat-systems.com



Ron Holland designed 45m motoryacht – Discover the difference



Head-turning • Extraordinary • Fully-complete and now available

Accommodation for 12 guests and 11 crew • Lloyd's UMS with MCA/LY2 • Gross tonnage 497 • 2 x Caterpillar C32  
Cruising range 4,500 Nm • Naiad Zero speed stabilisers • 2 x 125kW generators • 1 x 40kW generator

Sophisticated elegant design with comfortable sea-keeping capabilities and economy.  
Stunning, modern and comfortable interior by Design  
Unlimited with extensive detailed touches.

Huge 120m<sup>2</sup> full beam master deck and suite featuring a glass wall that opens completely on to the private aft deck.

A spectacular sky deck with an entertainment area and accompanying jacuzzi, dumbwaiter and 55" 360° TV.

The distinctive wenge wood interior incorporates Indian silk and shoji panels, gold leaf stenciling, parchment and shagreen skins.

Tenders are fully protected under two foredeck hatches with a 10m outreach crane.

Opacmare transformer bathing platform/tender lift.



Uncompromising Quality, Exceptional Value

RMK Marine Istanbul, TURKEY Tel: +90 216 581 33 00 Fax: +90 216 395 45 82 enquiries@rmkmarine.com.tr

[www.rmkmarine.com](http://www.rmkmarine.com)







# FUTURE PERFECT

HARRIS GRANT IS ONE OF HALF-A-DOZEN COMPANIES THAT COMMAND THE PINNACLE OF AUDIO, IT AND AV INSTALLATIONS FOR SUPERYACHTS

words: Tom Isitt

In the rarefied world of superyacht IT and AV technology, few firms have built themselves such an exclusive reputation as the UK's Harris Grant. It is considered by experts one of the leading suppliers of IT and AV solutions to some of the biggest superyachts around.

'Our background,' explains Neil Grant, MD of the company, 'is in television and film broadcast. It was only through (musicians) Peter Gabriel and Dave Stewart, who introduced me to Paul Allen, who wanted a recording studio on his boat, that I became involved in superyachts. I've always had distaste for the term AV because we are not an AV company. If anything, we are an IT company, as there is a convergence between IT and entertainment technology.'

'We've been involved in large projects, from the first cinema installed on a Feadship to things like the theatre on *Lady Aviva*. We sign NDAs (non-disclosure agreements) with nearly all our clients so are unable to discuss specific projects. It's taken for granted that we respect confidentiality.'

'The most important aspect of any yacht installation is the "backbone" the hardware sits on. It needs to be sufficiently sophisticated to deliver the bandwidth necessary for whatever is going to happen in the future. That allows an upgrade path regardless of what happens to the hardware.'

'There is a lot of pressure on us to make things disappear. Owners want functionality, but don't want to see it. We are integrating with interior designers, and there is very little tolerance for things like cables or speakers to be visible. We

take the whole series of compromises based on the owner's preference. There are owners who are giving us specific instructions about the quality of their audio, but they are few.

'Every owner and guest will want to watch a movie, listen to some music, watch the news, or see a streamed feed from the other side of the world, so competent network design and implementation is critical. Onboard networks are increasingly sophisticated. But whether it's a telephone or a control device, it has to roam. Wireless has become very important and complex and must be reliable.'

'The biggest shortcoming is when you're travelling. A yacht has possibilities for accessing bandwidth, the most common being a VSAT terminal, which can deliver 1MB or 2MB speeds. There is nothing on the horizon to improve that in the near future. You have to accept quality trade-offs.'

'We are in the middle of a revolution in control systems, driven by Apple's iOS mobile operating system. The way monitoring and control systems are implemented has become more sophisticated with the evolution and adoption of new technologies. We don't take a particular allegiance, but if you put control devices in front of an owner, invariably they will pick up the iPad, swipe it, and away they go.'

'AV is just a small part of information technology that should not be considered in isolation. It's an integral part of what provides the owner's enjoyment of his yacht. It has to be embedded and work seamlessly in among all the other things that contribute to the owner's enjoyment.'

**Owners want high-technology, performance and subtlety. Harris Grant works with interior designers to ensure no ugly cabling is visible, and the iPad is your only interface**



RAY MAIN: COURTESY OF SY TWIZZLE





## IS YOUR INTERNATIONAL MEDICAL INSURER ALL AT SEA?

### **Evacuation to the nearest centre of medical expertise.**

The Cape of Good Hope or the Suez Canal. Wherever you are. You're just a phone call away. Our 24/7 multilingual helpline is ready and waiting. To get you to the nearest medical centre. As soon as possible.

Bupa International

**CALL TODAY**

 +44 (0) 1273 322 303

 [www.bupa-intl.com](http://www.bupa-intl.com)





POWERING THE INDUSTRY FOR OVER 60 YEARS



**IN OUR WORLD,  
REPUTATIONS DEPEND  
ON WHAT HAPPENS  
BEYOND THE HORIZON.**

RIVIERA BEACH, FL | 561.863.7100  
FT. LAUDERDALE, FL | 954.523.2815  
TOLL FREE: 800.545.9273

 /WardsMarine  /WardsMarine



[WWW.WARDSMARINE.COM](http://WWW.WARDSMARINE.COM)



# Yachts for the new frontier [1]



**LÜRSEN**

Lürssen Yachts | phone: +49 421 6604 166 | email: [yachts@lurssen.com](mailto:yachts@lurssen.com) | [www.lurssen.com](http://www.lurssen.com)





ShowBoats

DESIGN

A W A R D S

JUNE 22, 2012

OPERA HOUSE - MONACO

For further information and to book  
your tickets at the gala evening, please go to  
[www.showboatsdesignawards.com](http://www.showboatsdesignawards.com)

Silver Sponsor



*Benetti*  
ITALIAN EXCELLENCE SINCE 1873

*FEADSHIP*  
ROYAL DUTCH SHIPYARDS

LÜRSSEN

TRINITY  
YACHTS



36.40 m NOMADE

The World  
Superyacht Awards  
**FINALIST**  
2012



Photo credit Marc Paris



[info@rizatansu.com](mailto:info@rizatansu.com)  
[www.rizatansu.com](http://www.rizatansu.com)





Registration now open for  
**LORO PIANA  
SUPERYACHT REGATTA**

4-9 JUNE 2012  
PORTO CERVO, SARDINIA

[www.loropianasuperyachtregatta.com](http://www.loropianasuperyachtregatta.com)



The Loro Piana Superyacht Regatta 2012 is sponsored by



*Loro Piana*

Gold Sponsor

**FITZROY YACHTS**  
NEW ZEALAND



Silver Sponsors

OYSTER

  
**PANTAENIUS**  
Yacht Insurance

SOUTHERN  
*Wind*

Contributing Sponsors



YACHT CLUB COSTA SMERALDA

**BOAT**  
INTERNATIONAL FELLOWSHIP



SOUTHERN  
*Wind*

SW102

hulls no. 1 and 2 launching  
April and December 2012







# Diamonds Are Forever

FOR ONCE ESCHEWING THE NEED FOR SPEED, JOHN STALUPPI CREATED HIS NEW 61 METRE BENETTI SUPERYACHT WITH CRUISING AND HEAVY-DUTY LUXURY IN MIND

words: Caroline White photography: Buggy Gedlek













The glittering stainless steel engine room (above) reflects Staluppi's interests. On the sundeck (top), the spa pool overlooks a casual dining area. The private and peaceful sky deck (left) and the treatment room (right)

Literally and metaphorically, John Staluppi has spent much of his life with his head in an engine. As a 16-year-old mechanic he fell in love with the muscular engines of classic 1950s cars, whose voluptuous forms convey speed, even when standing still. Later his mechanical passion was the basis on which he built an empire of auto dealerships, and of his sideline in superyachts, which he commissions, uses, charters and sells. His success has afforded him the luxury of a private museum, Cars of Dreams in North Palm Beach, Florida, filled with angular sedans and undulating soft tops. But a visitor is still most likely to find him out the back, tinkering with a carburettor.

It is no surprise, then, that Staluppi's yachting history has been characterised by speed. Among the 17 he has built is the current world record holder for the fastest superyacht –



*The World Is Not Enough*. The surprise comes with his latest project. *Diamonds Are Forever* may have a sleek, volume-concealing exterior, with *über-cool* shard shaped windows, but she is a 61 metre displacement yacht, filled with luxe décor of the heavy kind.

Staluppi and his wife Jeanette were, he says, 'tired of worrying about how much the dishes weighed', so rather than chasing speed, they set out to create the ultimate charter vessel. 'I wanted more of a luxury yacht, for cruising – big displacement,' says Staluppi. 'On this boat we've got a gym, a beauty parlour, a massage area, a sauna – you can't do that if you want to do 60 knots.'

But for a man as practical as Staluppi, the quest for luxury began with solid basics: a reliable hull. He admired the architecture of *Quantum of Solace*, a Benetti he bought as *Midlandia* and refitted. So for *Diamonds*, he turned to the Italian builder's Livorno yard. He initially intended to start from scratch, but the opportunity arose to buy an existing hull and save a year and a half.

'The boat was 50 per cent completed,' says Nicola Nicolai, then head of the project management division at Benetti, now head of sales. 'We had all the hard superstructure systems and main machinery work. So he decided to swap from one project to the other, and [Staluppi] started redesigning completely the boat.'

Nicolai was part of a nucleus of advisors who guided the project from this stage: the others were Peter Thompson, an Ocean Independence broker who has worked with Staluppi on previous yachts, and who introduced him to





The full-beam upper saloon features comfortable seating (top), a marble topped bar (middle) and a dining area that can be closed off from the room and opened to the exterior by curved doors (bottom)







I wanted more of a luxury yacht, for cruising – big displacement, says Staluppi. 'You can't do that if you want to do 60 knots'



Benetti with *Quantum of Solace*, and firmly at the helm, Staluppi himself.

His influence is easiest to see in the heart of the yacht, behind the swim platform and garage: the engine room. He was happy with the part-built hull's twin Caterpillar 3512HD engines, with a cruising speed of 15 knots and a top of 16 knots. But he made arresting aesthetic improvements. He brought stainless-steel expert Mike Britton from his car museum to Italy and now, as Thompson says, 'If you can see it, it's mirror polished stainless.'

The generators were upgraded, so the emergency unit can now power the whole yacht as normal, except for the zero-speed stabilisers. Forward, there's a large walk-in fridge and freezer, a good-sized laundry room and two generous crew cabins. The hull was laid before the rule forbidding staff quarters below waterline, meaning these take up more of the hull than you would expect in a 2011 launch. Upstairs is the crew mess and five more crew cabins.

Aft, through soundproof doors, the guest areas are fleshed out with Evan K Marshall's sumptuous décor, installed with the help of Benetti interior coordinator, Domenico Gavagnin. It features glossy woods, art deco accents and lots of mirrors, while the diamanté studs glinting from furniture and fabrics hint at the yacht's Bond-themed name. But these spaces are also inherently practical.

The lower deck guest cabins are a good example of this.

The twin and three doubles feature Madrona burr woods, gold and silver leaf, embossed leather bed-heads and marble en suites. But when work began the doubles were designed to fit queen-sized beds. For the US market in particular, king-sized beds were necessary. 'We found when we were building another yacht with Christensen that they build right out to the hull, whereas Europeans tend to square things off, so you lose space,' says Thompson.

They pushed out into the unused space, making more usable room without increasing the gross tonnage, which is measured to the hull side.

This practicality was also central to Marshall's décor. It may be rich and complex, but it doesn't get in the way. 'Art is never a last-minute thing, you're not walking around saying, "Where shall we hang this painting?" We try to make it integral to the design,' he says.

The central main-deck foyer is spectacular but its elements are firmly built in. The onyx floor is centred with a hand-beaten glass inlay by Dutch company Marieux. Mounted in chrome frames are paintings of sultry women, their jewellery highlighted with diamanté studs, while fixed side-tables support Jeanette Staluppi's Erte sculptures.

The foyer opens into a main saloon, with similar tones. Towards the end of the room is a spectacular mosaic, flanked by cabinets fronted with chrome-backed glass, etched and studded with diamantés by Marieux.



The view through the curved glass doors into the upper saloon (top right). A grand foyer (below) leads into the formal main saloon (bottom right), with a table designed by Evan K Marshall and built by Marieux



















Evan K Marshall's distinctive and palatial decorative scheme includes diamanté allusions to the yacht's name and art deco accents such as stylised glass etchings, specially commissioned paintings and Jeanette Staluppi's Erté statuettes





The owner's cabin (above) features a similar layout to the VIP cabin directly below it, with a rich cream and burr wood palette and windows with views through 180 degrees

A central seating area features cream armchairs by Marieux, with apple-sized crystals at the ends of the arms. Faux marble pillars separate this space from a dining area with a table designed by Marshall and built by Marieux. It has a glass top and stylised chrome base, accented by a strip of LEDs. Another panel of chromed glass serves as a backdrop; above it hangs a long deco chandelier by Sans Souci of Czech Republic. It's formal luxury executed with a sense of fun.

Guests are served from the galley forward, on the other side of the foyer. This space was designed with input from chef Dieter Curth, who has worked on both *Quantum of Solace* and a German Navy submarine, where the galley was 'the size of a phone booth'.

He works along his 'line' with a steam oven, grill and hob – all raised to save his back – putting plates on a central island, where stewardesses collect them from the other side, as in a restaurant kitchen. Clever touches include freezer drawers, where Curth keeps small, often-used items, such as stocks in ice-cube trays. He can open the drawers frequently without letting cold air out of the big freezer.

For those who want to work off Curth's meals, there's a gym across the corridor from the galley, plus a sauna and beauty salon with a massage bed. Further forward is the full-beam, split-level VIP suite, which is as grand as the master directly above it. 'If two business partners wanted to charter a boat, nobody would say, "Which room do I get?" That's the purpose,' says Staluppi.

The VIP cabin has 180 degree views, a cream *chaise longue*, cream tufted bed base and panelling, and burr wood cabinets, while the gold design on the bedspread is highlighted with diamantés. Aft on the suite's lower level are his and hers dressing rooms and a large marble bathroom. There's also a small night head off the cabin, so guests don't stumble downstairs in the dark.

The upper deck master suite is slightly larger and the bed faces forward, raised on a platform to enhance the 180 degree views. It has a similar colour scheme to the VIP, a large cream sofa, and Art Line myrtle burr cabinets with crisscrossed mother-of-pearl inlays. The en suite has twin showers, a grand central bath in honey coloured marble and Lalique lamps. Aft is a corridor of mirrored wardrobes etched by Marieux and an out-of-the-way study. The suite is a well-considered and decadent space.

The full-beam sky lounge aft feels relaxed and bright – aided by Staluppi's space planning. 'On a previous boat he moved air trunks outside because they blocked windows,' says Marshall. 'On this boat he did the same. It makes a spectacular difference in terms of space and light.'

White furniture enhances this airiness and Staluppi insisted on correspondingly pure marble for the top of the wet bar (by Italian expert Guido Menchini & Son). A strip of diamantés runs around the burr base of the coffee table, and of a card table, whose high-backed, white leather chairs pick up the theme with diamanté-studded spines.

'Staluppi moved air trunks outside because they blocked windows,' says Marshall. 'It makes a spectacular difference in terms of space and light'





The split-level VIP suite features a generously proportioned cabin (above and right) with a night head, plus a marble bathroom (far left). The mirrored owner's suite corridor (left) is highly glamorous

Aft, a circular dining table can be closed off completely from the sky lounge by curved glass doors, while corresponding doors opposite open it up to the aft deck for alfresco dining.

On the sundeck above, a large spa pool overlooks a raised dining area and marble topped wet bar with a television. But Staluppi was just as interested in the design of the pilothouse forward on this deck, which he changed four times to improve its utility. Even further up is the most dramatic alteration Staluppi made to the boat: the addition of a sky deck. The space is simple, with loungers, a large sofa and the protruding top of the lift, covered in high-gloss wood. It has a feeling of peace and privacy.

At the opposite end of the boat, 0.3 metres was shaved off the keel to ensure the yacht would have a shallow enough draught to cruise the Bahamas. To compensate they upgraded the stabilisers and on the advice of Mike Perkins at Quantum, installed two long fins higher up the hull. The whole package worked well in the Bahamas and on its virgin voyage across the Atlantic to get there.

A Schottel stern thruster was also installed, to help with manoeuvring. It runs off its own 400hp Yanmar diesel, which means the boat can be moved without turning on the main engines.

'All the modifications we have done with [Staluppi] are an improvement of the standard we have, especially on the

technical side. They make the yacht much more functional and we are adopting most of them for all our yachts,' says Nicolai. 'Working with Mr Staluppi has helped Benetti to raise the bar in our quality standards, better understand the requests of the sophisticated US market and build always better products for our clients.'

This effect is something we might expect from a man who loves engines. People who find joy in cogs and nuts working together in harmony tend to appreciate other efficient systems: spaces that work, logical layouts, kitchens that make your food better and your chef happier.

Some of the touches are so small guests may not notice them: aft-facing air-conditioning drains, so when the bow lifts, gravity pushes water back and out; at the other end of the system, air running through waffle grates with large holes that keep pressure low and quiet; power outlets with both European and American voltages; a refrigerated Atlas electrical system to prevent overheating in tropical climates.

'Systems are important for me,' says Staluppi. 'It's about the whole package and how it's going to function. I don't want them to put a pump in that you can't get to it if the pump breaks. That's important in a boat.'

It is this attention to functionality, rather than her gloss and sparkle, that truly makes this yacht a jewel.





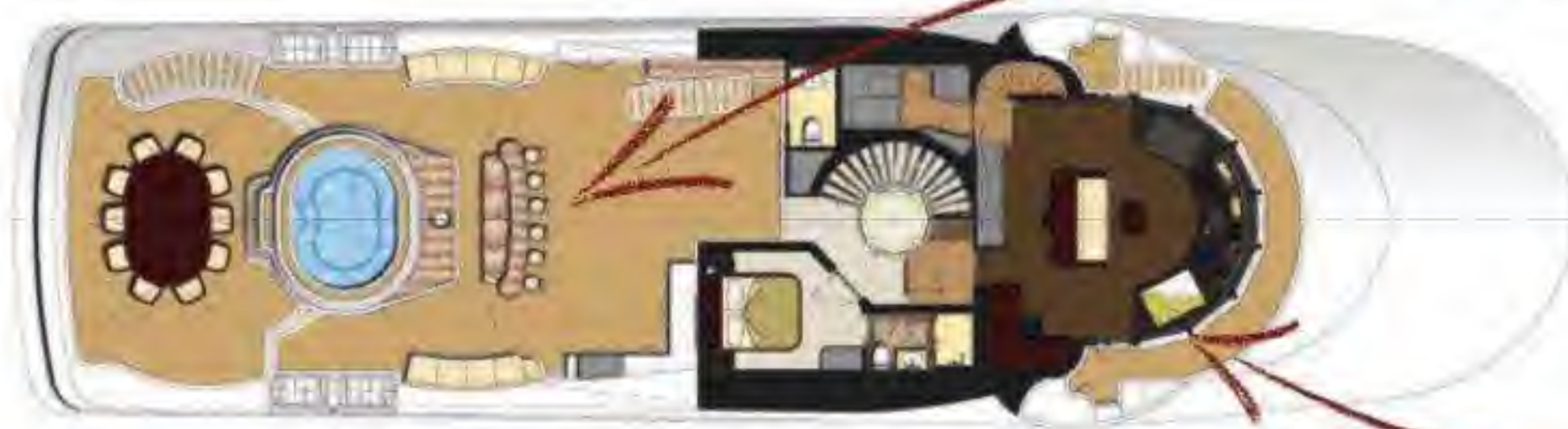




on the sky deck, loungers and a sofa sit near the protruding top of the lift, which is camouflaged by wood



on the sundeck, a spa pool overlooks the raised dining area and wet bar



staluppi redesigned the pilothouse four times to improve the utility, before it was completed to his satisfaction



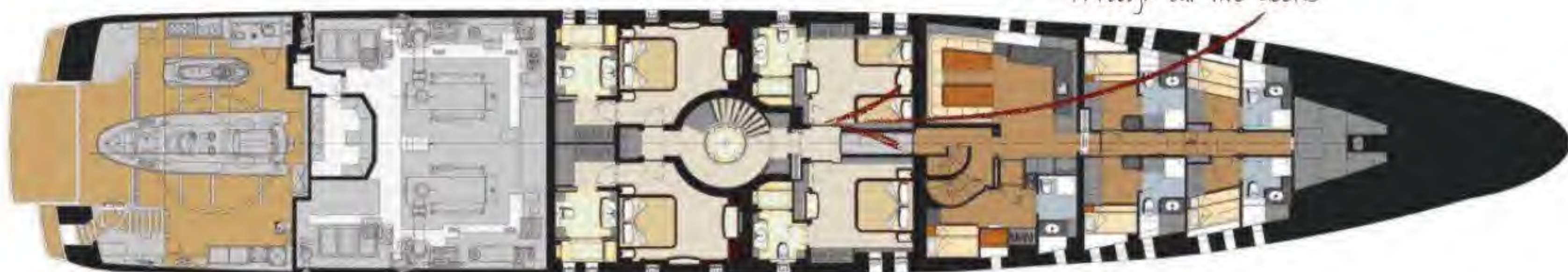
The sky lounge, with wet bar, coffee table and card table, is less formal than the main saloon

The split level VIP cabin has exterior views through 180 degrees



The foyer on the main deck is spectacular; it opens onto the main saloon

The guest cabins on the lower deck cluster around the central lift, which ascends through all five decks



## DIAMONDS ARE FOREVER Benetti

**LOA** 60.95m  
**LWL** 51.8m  
**Beam** 10.4m  
**Draught** 2.9m  
**Gross tonnage** 1,060  
**Engines**  
2 x Caterpillar 3512HD,  
1,380kW @ 1,600 rpm

**Speed (max/cruise)**  
16/15 knots  
**Range at 12 knots**  
4,800nm  
**Thrusters**  
Schottel jet pump; Vosper  
Naiad 160 kW  
**Fuel capacity**  
120,000 litres

**Freshwater capacity**  
20,000 litres  
**Generators**  
2 x 200kW Northern Light;  
1 x 125kW Northern Light  
**Tenders**  
8m custom Nautica  
**Owner and guests** 12

**Crew** 15-16  
**Construction**  
Steel hull, aluminium  
superstructure  
**Classification**  
Lloyd's Register of  
Shipping; 100 A1 SSC  
Yacht Mono G6; LMC  
LY2 ICLL

**Exterior design  
and concept**  
Benetti  
**Interior design**  
Evan K Marshall  
**Charter broker**  
Peter Thompson  
Ocean Independence  
tel: +44 7788 755 334

email: PT@ocyachts.com  
web: www.  
oceanindependence.com  
**Builder/year**  
Azimut Benetti SPA/2011  
Livorno, Italy  
tel: +39 0586 4151  
email: info@  
benettiyachts.it  
web: www.benettiyachts.it



MY STYLE, MY LIFE, MY BOAT.



YACHT DESIGN  
Fulvio de Simoni  
ITALPROJECTS



42' Open



42' Sport



52' Open



54' Fly



64' Fly



72' Fly

AUSTIN  
PARKER

[www.austinparker.it](http://www.austinparker.it)









# Silverlining



words: Guy Nowell

photography: Guy Nowell; Chris Lenz

IN 2011 CHRIS LENZ SET OUT TO BUILD A SUPERYACHT. IT TURNED INTO AN AMAZING ASIAN ADVENTURE THAT PROVED A QUALITY BOAT CAN BE BUILT ANYWHERE

This is the story of a man who built a superyacht. If that sounds unremarkable, consider that it wasn't just a case of visiting a few well-known yards, appointing a naval architect and a designer, and placing an order for a boat. No, no. This owner actually built a boat, more or less from scratch.

In 2008 Chris Lenz sold his highly successful group of restaurants and bars in Hong Kong and Singapore, and started looking for something else on which to focus his substantial energy. No newcomer to boats, Lenz has spent several years afloat, both living on board and cruising. The catalogue includes a 13.7 metre trawler, a 14 metre Tayana, and a 21.3 metre sailing catamaran. 'Why did I want to build a boat? I guess it was a combination of ambition and naïveté. I didn't want a boat that people would point at and say: "There's that

Thai home-build." I wanted to prove to myself that it could be done, properly, in Asia.'

A 30 metre motor catamaran project was cancelled after the first hull was completed, and soon Lenz was back surfing the web for an idea. 'In Yantai, China, I found a 104-foot (31.6 metre) Sparkman & Stephens aluminium hull designed in 1999 and laid up in 2000/2001, so I went to have a look. By the time I got there the boat had been lost, found, lost and found again. I only understood how that was possible when I got there...'

Yantian CIMC Raffles Shipyard turned out to be a huge commercial yard employing 14,000 workers building semi-submersible oil rigs, in which a mere 31.6 metre hull could be easily lost. The boat had been designed in 1998, and was planned for a limited production run. At the end of 2000 and in 2001 the



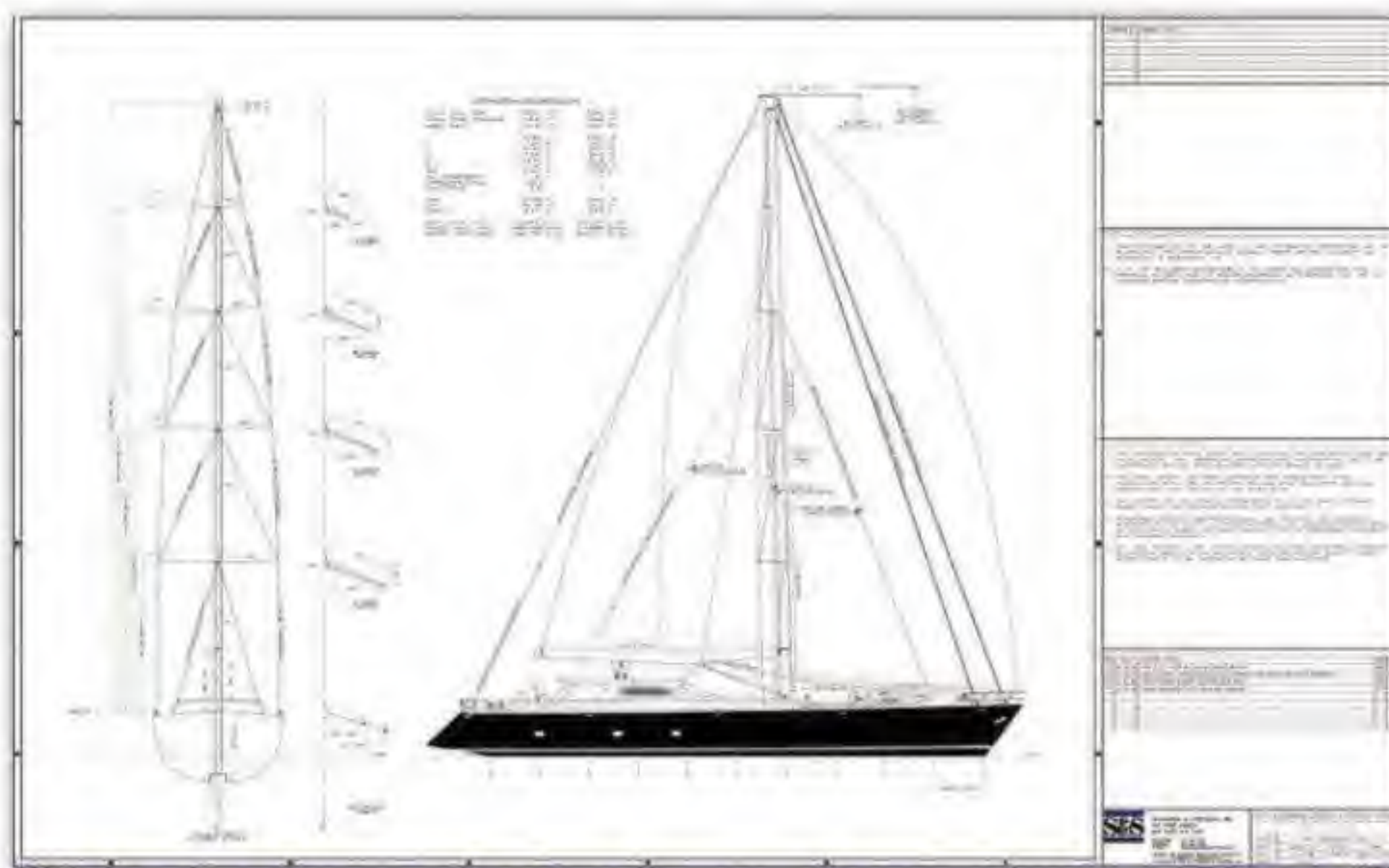
yacht's hull was laid up when the yard decided to discontinue her production halfway through the build, hull and superstructure mostly complete.

Yantian was not interested in resuscitating the build, so Lenz needed to move the hull somewhere else. Conversations with more than 30 yards in Taiwan and southern China proved fruitless, and prices quoted for shipping the hull as deck cargo were 'astronomical'. The economical solution was for Lenz to charter a 150 TEU ship and transport the hull to Lumut in Malaysia. Here lifting facilities got the hull back in the water, then the boat was towed to the Phithak Shipyard 250 nautical miles away at Satun, Thailand. Phithak had recently been the scene of the latest restoration of the 36 metre *Cariad*, an 1896 gaff cutter – so there was slack in the local labour force.

After a fixed rudder had been welded to the hull for directional stability, a 14.3 metre sailing boat towed it from Lumut to Satun. Lenz admitted that, 'We took some initial flak when we hired Stuart Tivey and his wife Lisa to tow *Silverlining* to Thailand. But our faith was well placed – and they arrived without incident at the shipyard Thailand on 10 February 2009. It was no mean feat. On arrival they declined tug assistance, and with Stuart at helm and Lisa in an inflatable dinghy they docked the big hull alongside perfectly, ready for haul and fit out.'

But the adventure was only just beginning. Lenz was determined that *Silverlining* be built to ABS Class, and the first necessity was to re-do all the hull welding – just as soon as a building shed had been constructed over the boat. To get around the local lack of 4G and 3G class (overhead) welders, two enormous ring frames were constructed around the hull, on bearings, to allow the boat to be turned to any angle along its axis. 'It was the original "sketch-on-a-napkin" design,' smiles Lenz, 'and removed the need for any overhead welding. I guess we built Thailand's largest rotisserie!'

As the hull joints were all re-welded, students from Thailand's Prince of Songkla University were drafted in to conduct stress and weld tests – practical engineering



in practice. 'Welding in a tropical climate is more than difficult, it's a nightmare,' says Lenz. 'With ambient humidity in excess of 90 per cent, it was necessary to build a cocoon around the entire boat, and air-condition the interior of the tent down to less than 50 per cent humidity to reduce the porosity of the welds. And because the boat was still being turned on a frequent basis, everything – including the air-con units – had to be gimballed. We made 326 weld X-rays during the course of construction and every single one of them was passed by the ABS Piraeus inspectors.'

Nobody in Satun had ever seen metalwork conducted to such a high standard. 'It was like telling a builders' gang that they were constructing a Fifth Avenue apartment block – when nobody knew where New York was. We cut off the roof and deckhouse, cut off the rubbing strakes, opened a garage door in the transom, and another for the passerelle. At the height of activity we had 110 workers on site – almost the entire population of nearby Chebilang village – and a secondary cottage industry of four restaurants had set itself up to cater for them.'

***Silverlining* has an overall sail area of 356m<sup>2</sup> (above), with American rigging and deck hardware systems. The build involved constructing a shed (below) around the boat and re-doing the welding to ensure it conformed to ABS Class standards**







'It was like telling a builders' gang that they were constructing a Fifth Avenue apartment block – when nobody knew where New York was'



Moving the part-built hull from China (right) to Thailand involved chartering a ship to carry it to Malaysia (top and above left), then using a crane to put it back into the water, and finally towing it to the Thai Satun yard. The build (left and above right) involved constructing a huge 'rotisserie' to turn the boat, so welders were able to work on it







‘I cultivated a culture of “head down and no looking in the rear-view mirror”. I had to be the emotional supporter of a substantial workforce – and myself’



The upper saloon dining area of *Silverlining* (top) is flooded with light from the huge complex-curved windows. Living areas (above left and bottom left) are designed to be multi-use and comfortable, while visibility from the elevated steering positions (right) is excellent







Six months later, and the welding was complete, inspected and passed. After that, four tonnes of insulation went into the hull, and then the piping and cabling. Eventually the woodwork and interiors were installed. Everything was constructed in marine-grade plywood, then laminated in situ. This occupied another 34 workers for more than 11 months and meanwhile the hull had to be faired, primed and painted.

Throughout the build Lenz became a full-time project manager. 'I started knowing almost nothing. After two-and-a-half years I had found out a few things I wish I had known at the beginning. The learning curve was almost vertical. I was talking to the USA in the mornings (the rigging and deck hardware systems came from Pewaukee, Wisconsin); to the UK (for electrical boxes), Denmark (rod rigging) and Italy (main winches) in the evenings; and to Australia (Adelaide, steering system and Tasmania, windlasses) and New Zealand (captive winches) whenever I got the chance. I was frequently scared we would never finish the project and be left with a half-finished boat abandoned in a shed in Thailand. I consciously cultivated a culture of "head down and no looking in the rear-view mirror". I had to be chief cheerleader, the emotional supporter of a substantial workforce – and myself.'

Somehow, it all came together, and the time arrived to launch *Silverlining*. Off came the side of the building shed, then they waited for a spring tide to float the boat off her building cradle. Lenz looks almost wistful as he remembers. 'The window of opportunity was frighteningly small. We needed 3.7 metres in a tidal river and the launch

date was moved three times. In the end it was going to be a midnight operation. We had the boat on the slip ready and waiting, a 100 tonne crane standing by to handle the chain and anchors, another to lift the bow off the cradle and a fishing boat in the river ready to pull her into the water. A bottle of Champagne was broken on her bows in a rather hurried ceremony and then, without any command – because nobody had told the captain otherwise – the fishing boat engaged gear and pulled her the last couple of inches off the cradle into the water. The moment that *Silverlining* floated free was almost cathartic, and certainly the biggest relief of my life.'

After that it was literally plain sailing. *Silverlining* motored to Langkawi, Malaysia, to have her mast stepped and final fit out was completed at Yacht Haven Marina, Phuket.

If this story sounds as if Chris Lenz built a boat single-handed, he would be the first to correct the impression. 'I am deeply indebted to Des Kearns, my project manager, and to Joe Serapion, my captain, who has been with me on all my boats since 1992 – longer than I have been married, in fact! Although not formally trained as an engineer, designer or shipwright, he has the uncanny ability to look at something, say "that won't work", and then take the idea away and come back with an answer. "Uncle Joe" is the unsung hero of this adventure.'

So what did Lenz get for 30 months of angst and hard work? *Silverlining* is undoubtedly a boat with a pedigree. That starts with the classic lines of the Sparkman & Stephens hull, but continues through a deckhouse and deck layout that gives the helmsman unobstructed





Building the yacht was a learning curve for both the owner and the locals who worked on her. But the results have satisfied all involved, and proven you can build a world-class yacht in Southeast Asia

visibility forward along broad side decks from elevated steering positions. When the boat arrived in Satun, 'the first thing that came off was the superstructure,' says Lenz. The cockpit, with high walls and walk-throughs to the side decks, was redrawn as a covered entertaining and communal space giving on to a generous stern deck, and flows straight forward into an upper level saloon dining area and navigation station. From the original layout, additional space was created with a fixed overhead canopy relieved by a four-pane skylight, and side windows that allow a view out, but let the breeze in – essential in a boat intended for cruising the tropics.

The upper saloon acquires enormous space and light from the uninterrupted line of the deckhouse forward, drops down to the lower saloon entertainment area, then gives further access below to accommodation. The seat in the navigation station bears an uncanny resemblance to the driving seat of a Datsun 350Z (because it is one) and the air-conditioning vents came from an Audi TT – personal touches from an owner who is a self-professed car enthusiast. The dining area is multi-functional and affords panoramic views.

Just a few steps forward and down, the lower saloon has comfortable seating and an extensive audio-visual system. There's no space wasted – the trim curves in and under the side decks instead of dropping straight down, and on the starboard side there's room for a sea berth behind the sofa. 'Looking at many boats, both in the Mediterranean and in Asia, I noticed time and time again that even 100-foot (30.4 metre) yachts translated below decks into a multitude of small spaces. Small saloons and tropical climates do not work well together – there's no need to get cosy in 35 degrees – so at all times in the design development process "open" and "airy" were key words.'

Aft from the lower saloon is the owner's and guest accommodation, areas with plenty of headroom thanks to the raised saloon above. The full-beam owner's suite features a glass-walled en suite bathroom, which includes a beautiful bathtub. 'My wife wanted a bathtub, so we built a bathtub. Shoe-horning it into the relevant space was almost as remarkable as the build process,' remembers Lenz. 'It was beautifully handcrafted from layer upon layer of wood, with the inside and the outside simultaneously shaped to fit the curve of the hull. It is probably the most [unusual] item in the entire boat.'

There's a double guest cabin with en suite, while a further shower room is shared by the double cabin and the twin cabin. All have full audio-visual facilities, and if the curved headlining that reaches out under the side decks looks familiar, that's because the space-expanding shape is exactly the same as found in the saloon. To carry a shape theme even further, the graceful S-curves in the accommodation passageway are the same moulded shapes, turned on end and doubled back-to-back.

Forward of the lower saloon and through a watertight door are the galley, crew quarters and crew mess. Once again, Lenz took inspiration for 'what not to do' from the numerous boats he inspected. The result is a spacious, airy, well-lit galley with expansive work surfaces and all the major hardware fitted flush. A thoughtful touch is a movement sensor that turns on the light for anyone making a midnight snack.

The crew quarters consist of two twin cabins and the captain's cabin, which would not look out of place as guest twins on many sailing yachts.

Just as much thought has gone into the layout of the engine room, with all systems arranged as modular units





‘Many yachts translate below decks into a multitude of small spaces. Small saloons and tropical climates do not work well – there’s no need to get cosy in 35 degrees’



The lower saloon (above and top) features comfortable seating and an extensive audio-visual system, while the S-shaped trim saves space here and throughout the boat. Owner Chris Lenz (right) intends to use the yacht to explore the tropics









'My wife wanted a bathtub, so we built a bathtub. It was handcrafted from layer upon layer of wood. It is probably the most [unusual] item in the entire boat'



The full-beam owner's suite (left) features a glass-walled en suite bathroom, which includes a highly individual wooden bathtub (above right)

– air-conditioning, water-makers, and so on. There is nothing that cannot be reached easily and conveniently. Lenz's particular pride and joy is the polished 316 stainless sea chest. 'I saw a 67-foot (20.4 metre) yacht in the Med, which had no less than 31 through-hull fittings, and figured there had to be a better way.' The result is a water management system involving only two through-hull inlets to serve all intake needs, half of which can be shut off to allow cleaning of strainers and so on, while everything is fed from the other half of the chest.

The quality of fittings and finishes throughout the boat is beyond reproach. 'We built to Class so that this

would not be just a "no-name" boat produced in Asia. We went through 46 ABS inspections during the build. That increases costs way above what could be achieved on a tight budget in Asia, but the peace of mind – knowing that everything from the drawings to the finished boat have been assessed and passed – is more than worth it.'

Lenz's arrangement with the Phithak Shipyard was to leave behind *Silverlining's* building shed, and sell on the rest of the fabrication facilities. These included a paint shop, a carpentry and an upholstery shop and numerous storage sheds. Not to mention enough tools to build a superyacht: table saws, compressors, drills, scaffolding, grinders, welding machinery and more. 'It's all there still, but I am very sad that Phithak have not picked up the ball (to keep building). They've done it once, and with the right project manager they could do it again – build a world-class superyacht in Thailand.

'When I started this project, I looked at many boats for inspiration – both aesthetic and technical – but in most cases didn't know what I was looking at. I have continued looking since the launch and commissioning of *Silverlining*, and now realise there is no reason an Asian project needs to feel it is playing second fiddle to a European build.'





SILVERLINING *Chris Lenz*

**LOA** 31.7m  
**LWL** 26m  
**Beam** 7.2m  
**Draught** 3.4m  
**Displacement** 120 tonnes  
**Engines**  
 1 x Caterpillar C12 480bhp

**Speed under power  
 (max/cruise)**  
 12.5/10 knots  
**Thrusters**  
 1 x 60hp, Maxpower; 1 x  
 45hp, Maxpower  
**Generators**  
 2 x Caterpillar 404, 38kW

**Fuel capacity**  
 10,000 litres  
**Main sail**  
 245m<sup>2</sup>  
**Main sail**  
 Doyle: carbon/spectra  
**Winches/furlers**  
 Harken

**Freshwater capacity**  
 6,592 litres  
**Owner and guests** 8  
**Crew** 6  
**Tenders**  
 1 x 5m Castoldi Jet,  
 1 x 3.2m RIB

**Construction**  
 Aluminium  
**Classification**  
 ABS A1 AMS  
 Yachting Service  
**Naval architect**  
 Sparkman & Stephens

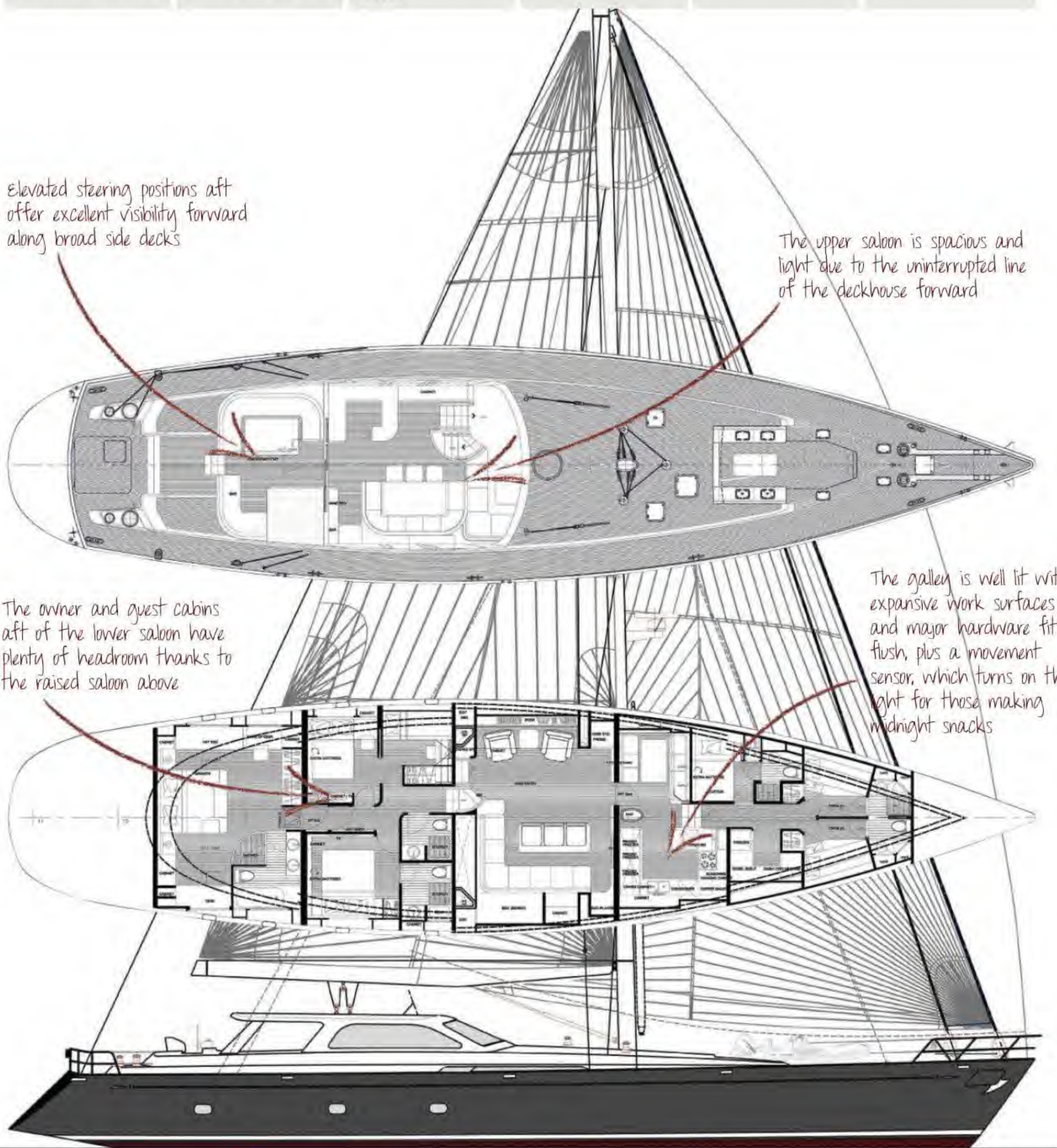
**Exterior styling**  
 Chris Lenz  
**Interior design**  
 Chris Lenz  
**Builder/year**  
 Chris Lenz/2011

Elevated steering positions aft  
 offer excellent visibility forward  
 along broad side decks

The upper saloon is spacious and  
 light due to the uninterrupted line  
 of the deckhouse forward

The owner and guest cabins  
 aft of the lower saloon have  
 plenty of headroom thanks to  
 the raised saloon above

The galley is well lit with  
 expansive work surfaces  
 and major hardware fitted  
 flush, plus a movement  
 sensor, which turns on the  
 light for those making  
 midnight snacks





# The World Superyacht Awards

5 MAY 2012  
ISTANBUL

GOLD SPONSORS

PROTEKSAN  TURQUOISE  
YACHTS P.C.

 **RMK** MARINE

SILVER SPONSOR



AWARD SPONSORS



ALLOY YACHTS

[ANT]  
ADVANCED NEW TECHNOLOGIES  
A FUNA Company

*Baccarat*

CLYDE & CO  
the superyacht law firm



PERINI NAVI



PORTO MONTENEGRO



[www.worldsuperyachtawards.com](http://www.worldsuperyachtawards.com)





BUILT IN DIFFICULT  
CONDITIONS, DURING  
EGYPT'S RECENT  
REVOLUTION, THE  
WAVE-PIERCING  
CATAMARAN *TATAMI*  
STANDS AS A  
MONUMENT TO ONE  
MAN'S VISION AND  
DETERMINATION

words and photography:  
Ivor Wilkins







LOMOcean designer Andre Moltschaniwskyj sketches *Tatami*'s lines on the blackboard, which separates an informal children's area from the galley





Launching a new superyacht in the midst of a revolution is, by any definition, a step outside of the ordinary. Yet, as Egypt erupted in sometimes violent political turmoil during the Arab Spring of 2011, the ancient port city of Alexandria witnessed the launch of the 24 metre composite motor yacht *Tatami*.

Just about everything to do with this project was extraordinary – not least the fact that it was built in a vinyl tent on broken ground and spawned the almost simultaneous launch of a similar vessel built in aluminium as a port authority fireboat.

Further stretching conventional boundaries, both are futuristic wave-piercing catamarans. In the context of Egypt's customary maritime stock – anything from timeless wooden lateen-sail feluccas to rugged steel work boats – they resemble visitors from outer space.

Both are testament to the vision and modernising zeal of Egyptian marine industrialist Philippe Maari, who combines a prodigious respect for the region's history with a strong commitment to helping forge a contemporary future.

Glancing the short distance across the Mediterranean, he observed Turkey's rapid advances in the superyacht arena. Depending on whether Egypt chooses modern industrialisation or radical fundamentalism, he sees potential for it to follow a similar path. To demonstrate his faith in this vision, Maari commissioned New Zealand-based LOMOcean Design to produce lines for an epoxy, wood, E-glass and carbon wave-piercing catamaran.

Philippe Maari is a second-generation entrepreneur in

Egypt. His father and uncle were both involved in shipbuilding enterprises until the Timsah shipyard founded by his uncle, Roger Maari, was nationalised in the 1960s.

Philippe's father Gabriel founded Mapso, a company with a division specialising in the supply of marine equipment, particularly propulsion systems for tugs, ferries, fire boats, coastguard vessels, Nile cruise ships and the like.

Mapso also supplies 'completely knocked down' (CKD) kits to shipyards. These contain all parts for the final product, typically the design, pre-cut steel or aluminium sheets and extrusion, propulsion system and all machinery and equipment. It places naval architects, project managers and engineers into a yard to help direct construction.

Innovation is part of the Maari DNA. Philippe has an appetite for new concepts and technologies. 'All the boats we have done have tended to be unusual,' he says. 'We have supplied over 300 Voith Schneider propeller units into the Egyptian and Middle Eastern markets, which makes us the biggest customer for these units worldwide. We introduced aluminium construction and the first HamiltonJet propelled boats in Egypt. We are into new markets and products and research and development.

'I love it when somebody says it can't be done. That almost always means it will be done.'

To propose building a wave-piercing composite catamaran virtually on a beach would qualify as such a challenge. To help achieve it, Maari brought in experts from New Zealand to supervise the composite construction and high quality stainless steel fabrication.



Although *Tatami* has attentive crew, the atmosphere is one of informality, including the help-yourself hot drinks station (above) and sundeck forward (right). Just aft is the wheelhouse (top), which, in contrast to *Tatami's* whimsical design elsewhere, is all business

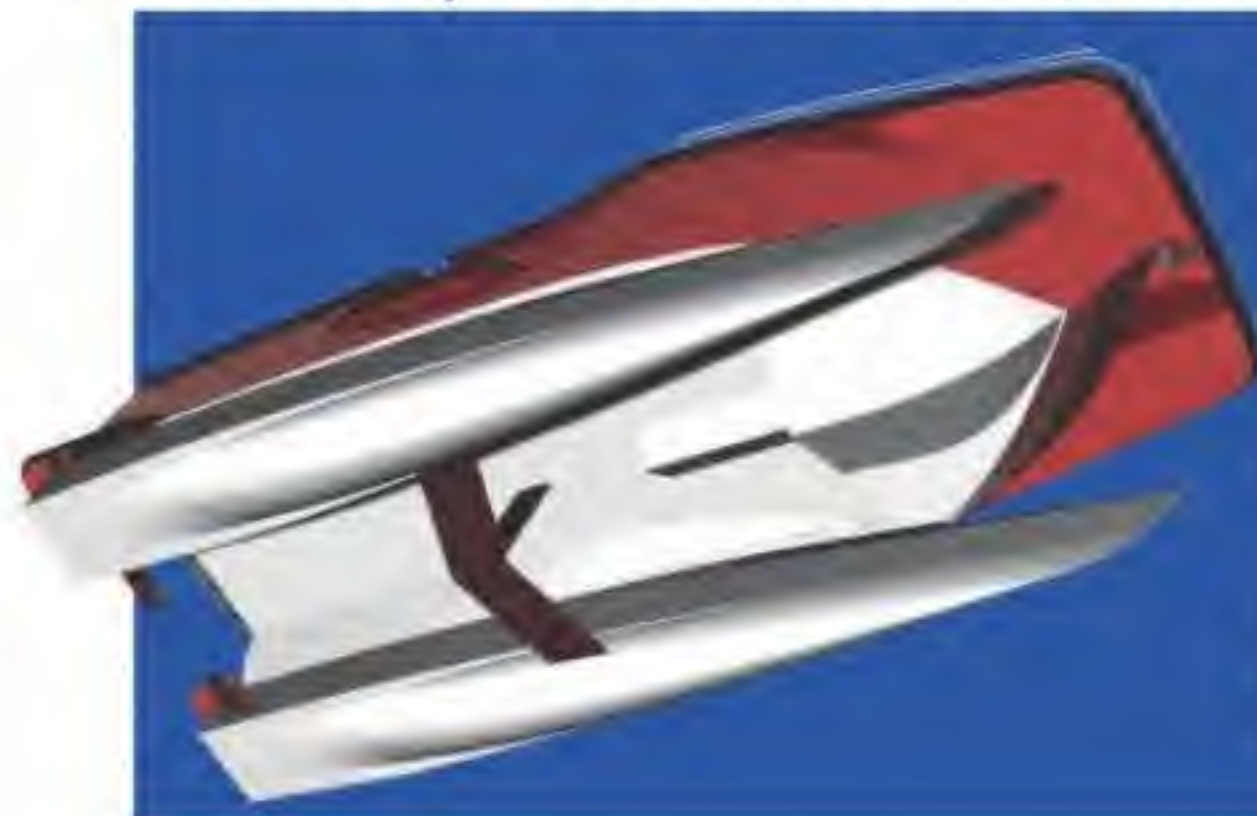








## Fast improvement: how LOMOcean perfected its assist foil



The first assist foil LOMOcean Design applied to one of its vessels was a retrofit to a 14 metre powercat called *Solitaire*. 'This was a 30 knot boat that went very well and everybody was delighted with it, including the owner,' says LOMOcean co-principal Andre Moltschaniwskyj.

'We investigated the potential for improving the performance of *Solitaire* using an assist foil, in the belief that sooner or later we would be using them in other projects.'

The high priest of assist foils applied to catamarans is Professor Gunter Hoppe of Stellenbosch University in South Africa. LOMOcean had discussions with Hoppe before venturing into the subject, taking a first principles approach.

'What we have done looks fairly similar to what Professor Hoppe would do,' says Moltschaniwskyj, 'because upon optimisation, the options for solutions inevitably converge at the same place. Many people contemplating retrofitting an assist





PHILIPPE MAARI

foil on a catamaran are not in a position to design foils and calculate lift. But fundamentally it is a relatively simple matter of establishing the lift and drag coefficients for various angles of attack and applying basic fluid dynamics design principles.'

Starting with available research from the National Advisory Committee for Aeronautics (NACA), Moltischniowskyj came across a technical paper from the 1960s discussing plano-convex foils – the favoured foil section for this application.

These are simple, easy to manufacture foil sections with a curved, segmental upper surface and a flat lower plane. This was the basis for the LOMOcean foil. Using a local custom-composites component manufacturer to fashion a carbon fibre foil to its design, it was tested on *Solitaire*.

'The fuel consumption reduced by 20 per cent at 25 knots and there was a noticeable improvement in ride quality,' says Moltischniowskyj.

The Egyptian fireboat was the first designed to

include a foil. 'The boat is the better for the foil. In the case of the fireboat, the foil is an aluminium unit, but all our others have been carbon fibre.'

In the case of *Tatami*, she did end up overweight due to quite significant changes to the post-design equipment specification. She is set to have a carbon fibre foil retrofitted and the calculations indicate this will generate 40 tonnes of lift at 25 knots, raising the bridge deck a further 500 millimetres above the water surface at that speed.





Normally LOMOcean designs a boat of this size and complexity in discrete sections, built separately. However, concerns about achieving the accuracy required in a somewhat primitive environment meant building the hulls and bridge deck as a single structure. Egypt is not yet set up for the construction of superyachts, so boatbuilding takes place in very basic circumstances. For *Tatami*, although the build took place under known

and established conditions, they would be considered far from ideal by contemporary superyacht builders.

In the absence of a level floor, a steel platform was made to maintain a reliable and stable reference base for the build. Construction proceeded at an interrupted pace as Maari occasionally had to divert resources from this personal project to commercial undertakings.

One of these was the supply of the aluminium version of





***Tatami* defies the pretensions of some interior treatments with an exuberant, rebellious sense of humour, expressed in the red kitchen chairs that look as if they were pinched from Grandma's cottage (top), and the foosball table that doubles as a coffee table (above)**



*Tatami*. It was purpose designed on a similar hull platform as a high-speed fireboat for the port of Damietta, located on a branch of the Nile between Alexandria and Port Said.

What began in political stability ended as the Arab Spring plunged the region into turmoil. Maari was in France when the revolution erupted. As planeloads of Egyptians and expatriates quit the country, Maari bucked the trend. 'The planes leaving Egypt were full,' he recalls. 'There were 12 passengers on my flight back into the country.'

In Cairo's Tahrir Square, euphoria and death played out through the February 2011 uprising, as millions demanded the overthrow of the regime of president Hosni Mubarak. Night after night he joined the demonstrators, capturing it on film, listening to debates and absorbing developments.

Nine months later, in the week leading up to Egypt's post-revolution elections, death and protest revisited Tahrir Square and other major centres. By then, Maari's *Tatami* was relocated in Turkey, while the fireboat it spawned was under armed guard in Alexandria, its delivery delayed by the political turmoil.

*Ezzat*, as the fireboat is named, is an intriguing variation on the wavepiercing theme. LOMOcean has adapted the smooth lines of its pleasure boat versions to create a purposeful look, all hard angles and business.

Built in aluminium and appropriately finished in fire-engine red, *Ezzat* is powered by four Scania engines through HamiltonJet units. In mid-load state, it has exceeded the 25 knot brief.

LOMOcean introduced the wave-piercing concept to the superyacht fleet with its 26 metre award-winning *Ultimate Lady* in 1998. Since then, the firm has developed the form with the addition of an underwater foil. Located just forward of amidships in the tunnel between the two demi-hulls, the foil is a plano-convex shape set at a fixed angle.

'The effect on ride and efficiency is significant,' says LOMOcean co-principal Andre Moltschaniwskyj. 'With the fireboat displacing just under 85 tonnes, the foil supports about 40 tonnes at 25 knots.' (See page 100.)

Certainly, as the boat punched out of Alexandria Harbour it coped admirably with a two metre jumbled sea.





The ride was smooth and efficient, managing without fuss even at speeds over 25 knots. The wave-piercing demihulls support a central monohull bow that mostly flies above the water, but provides a dampening effect in waves.

Built and finished to a high commercial standard, the *Ezzat* project typifies Maari's determination to help modernise Egypt's maritime fleet. *Tatami* was created with a similar intent. News that the Egyptian Navy was looking at composite boats spurred the determination to establish a track record in this method.

As a first step, however, it was decided to make the transition with a cedar core version, as local builders were at least familiar with working in timber.

On the way to the airport to visit *Tatami* in Turkey, I saw crowds streaming towards the square, awash in a sea of waving red banners. Beyond the square, the city went about its business; the haunting sound of muezzin calling Muslims to prayer drifted over the drone of traffic.

Later that night, across the Mediterranean in Marmaris, Turkey, *Tatami* stood out as one of the larger motor yachts in the crowded marina.

Next morning, as dawn light washed over the town and surrounding mountains, *Tatami* slipped her moorings for a three-day 250-mile cruise east to the city of Antalya. A mix of conditions tested the boat's seakeeping.

These wave-piercing designs slide along happily and very efficiently at 11 to 12 knots, quiet and smooth and dead level, with no sense of trying to climb out of a hole in the ocean. Or they can sprint along at 20-knots plus, equally untroubled, although the motion is more lively and there may be the occasional bang under the bridge deck.

In open water, 11 to 12 knots was the sweet spot, allowing guests and crew to walk about freely, or enjoy meals without clutching at the crockery and glassware.

The big multihull advantage is, of course, volume. These boats are TARDIS-like; the downside is the temptation to fill every space. *Tatami* came in over her design weight, although following the foil's success on the fireboat, she is scheduled to have one retrofitted, which LOMOcean Design is confident will generate 300 to 500 millimetres of lift at speed, reducing deck slam and increasing efficiency.

*Tatami* offers a massive master suite with private deck on the wheelhouse level, with VIP guest suites on the main deck and a further two cabins in the port demihull.

One is a bunkroom for kids; the other is a double, with the attraction of a glass panel in the floor for underwater viewing. Crew quarters are in the starboard demihull.

Relaxing in the saloon, Maari extends his arms and twists. 'I love the fact that, unlike a monohull which only has a fore and aft axis, these designs give the interior two almost equal axes,' he says. Space and light are a huge bonus.

The décor, with its limewashed floors, shiplap ceiling panels, antique rugs and eclectic furnishings, is akin to a beach cottage. Even young kids can feel totally at ease.

'The interior is indeed meant to be like a beach house: fun, informal, activity oriented,' says Maari. 'Some points of the brief were to avoid any sign of opulence; make kids comfortable to walk in and sit with wet swim trunks; and to remind my dad of his childhood by the seaside in Ras El Bar, Egypt: a middle class summer resort in the 1950s and 1960s, erected of straw mats (or *tatamis*, in Japanese) at the beginning of the summer and pulled down after the season.'



***Tatami's* multihull design offers plenty of volume; it's tempting to fill it, but elegant restraint has created an atmosphere of space and light, even in the dining areas (top), the large master suite (above) and the VIP suites (see next page), of which there are two on the main deck**





## Where's the fire?





Yet it is at the same time a studied interior with a lot of underlying conceptual design. 'The circulation in this boat is exceptional. There is a sense of flow, a sort of feng shui correctness about it that makes residents and visitors feel immediately at ease,' he adds.

The galley can be closed off for the chef to work in private. But equally, a panel slides out of the way for an open-plan arrangement.

Given the context in which she was created, *Tatami* is finished to an exemplary standard. The fairing, paintwork and detailing are outstanding. She is a credit to Philippe Maari's courage in taking on a project of this complexity. Conceived in one period of Egypt's modern political history, she has weathered the Arab Spring and, once the revolutionary dust has settled, she may yet herald a bold transition to a more contemporary future for Egyptian boatbuilding.



on the wheelhouse level is the large master suite with private deck

on the main deck are two VIP suites, as well as two cabins in the port demihull



Aft of the guest accommodation is a large saloon and seating area



## TATAMI Mapso Marine

**LOA** 23.6m  
**LWL** 22.2m  
**Beam** 8.9m  
**Draught** 1.5m  
**Displacement** 75 tonnes  
**Engines**  
2 x Caterpillar C32,  
1,400hp at 2,300rpm

**Speed (max/cruise)**  
Power: 30 knots/ 20 knots  
**Range at 10 knots**  
2,000nm  
**Generators**  
2 x Kohler 27kW  
**Fuel capacity**  
12,500 litres

**Freshwater capacity**  
1,000 litres  
**Grey/blackwater**  
790/650 litres  
**Owner and guests** 10  
**Crew** 4-5  
**Tenders**  
1 x Flats Cat 5.8m

**Construction**  
Composite: E-glass,  
timber, plywood, cross-  
linked PVC foam  
**Classification**  
Germanischer Lloyd,  
MCS

**Naval architect**  
LOMOcean Design  
**Exterior styling**  
LOMOcean Design  
**Interior design**  
RMD Marine  
**Builder/year**  
Mapso Marine/2011  
Cairo, Egypt

tel: +202 2698 4777  
email: mapson@mapso.  
com  
web: mapso.com/marine



Senza spiegare nulla, senza dirti dove, ci sarà sempre un mare che ti chiamerà...

*(A. Baricco)*



Serie Vintage 42



CANTIERI NAVALI CODECASA - Piazzale San Benedetto del Tronto, 4 - 55049 VIAREGGIO, Italia  
Tel.: +39 0584 383221 Fax: +39 0584 383531 [info@codecasayachts.com](mailto:info@codecasayachts.com) [www.codecasayachts.com](http://www.codecasayachts.com)









# Pamela V

words: Peter Boulton  
photography: Bruce Thomas



WITH CLASSIC 1980S LINES, COMFORTABLE LIVING SPACES AND A DEDICATED VISIBILITY – HAKVOORT'S 45 METRE YACHT WAS BUILT ON THE CAMARADERIE



The term 'true gentleman's motor yacht' has been much and deservedly applied to Hakvoort's new 45 metre *Pamela V* but she also comes across as a true mariner's yacht, capable of blue water voyaging with style and elegance.

So, in a world of ultra-sleek and sometimes outrageous designs, why return to a retrospective look with the high bows and canoe stern reminiscent of 1980s classics? Much of the answer lies with the owner's considerable

yachting experience, which apart from charter has involved the family 30 metre built by his father 35 years ago, using similar lines.

From there, this story has revolved around a happy association between the owner, Diana Yacht Design in Holland, Jacques Grange Interior Design in Paris and builder Hakvoort Shipyard, also in Holland. In fact, chatting with those concerned, the camaraderie of total dedication and enthusiasm was apparent.



# OWNER'S DECK – PLUS IMAGINATIVE SOLUTIONS TO PREVENT COMPROMISING OF TOTAL DEDICATION AND THE ADVICE OF AN EXPERIENCED OWNER



Interior designer Jacques Grange used stripes extensively in the boat's décor, particularly in the generously sized sundeck (above and top right). Because of the yacht's wide beam the design team were able to store the main tender on the starboard side-deck (bottom right)

Hans-Maarten Bais, naval architect at Diana Yacht Design, says, 'Working with the owner was exciting. He came to our offices in early 2005 while on a tour of Holland, visiting shipyards and designers to make a decision about who to work with. He brought sketches of a general arrangement and asked us to create an attractive profile with classic lines. Studying the sketches showed he had a good idea of what he wanted, and discussions revealed him to be a very experienced yachtsman.'

Klaas Hakvoort, director at *Pamela V's* builder Hakvoort Shipyards, agrees. 'We first met at the 2005 Monaco Yacht Show and there was no doubt that the owner would be a good man to work with. Contracts were signed late 2007 and work began soon afterward. Even though his basic ideas were sound, he was always open to alternatives and, although justifiably very demanding, was never unreasonable. Indeed, we have become good friends.'





‘The split-level solution gave us foredeck space for a garage and the 5.5 and 3.8 metre tenders’

Back at the drawing board, Bais mentions a couple of real head-cracking problems. ‘The first was a requirement that the entire upper deck be given over to the owner’s private use. This meant moving the bridge down to main deck level, which in turn meant the bow would be too high to see over. The second was how to fit in three tenders, since the canoe stern could not be used as a garage and the longest would be an 8.1 metre limousine.’

Eventually, both problems proved to be partially integrated, but the solution occupied a large part of the construction. ‘Diana Yacht Design came up with the idea of making the bridge split-level to the actual main deck, which greatly improved forward vision,’ says Hakvoort.

‘For the regulations, the Lloyd’s man wanted the bow lower because of the visibility, while we wanted it as high as designed,’ adds Bais. ‘It worked out fine, although it was obviously necessary to retain sufficient sheer while getting the rake angles right for the windows, to maintain a sleek profile not being plumb or bulky.’

‘The split-level solution gave us the foredeck space for a garage for the 5.5 and 3.8 metre tenders,’ says Hakvoort, ‘plus two or three passenger WaveRunners and two Lasers. But where the heck could we put an 8.1 metre limousine?’ Well, not to insult the lady – but she does have a nine metre beam, so the answer to the second problem was to place the main tender on the starboard side-deck amidships, aft the galley – simple...

Great idea, all agreed, but not so simple. Firstly, the visible access would be too small, so they had to arrange for an entire superstructure panel to swing out and up. Secondly, limited space also required a special design of overhead crane for launch and recovery; the whole solution took a long time to realise.

Studying the general layout reveals lots of neat design touches. Both main side-decks lead to the bridge, the Portuguese fore bridge and then to the foredeck. Crew passageways have been routed so as to least disturb guests. Although the captain’s cabin is located below, the nanny cabin behind the bridge would normally be available when passagemaking.







The entire upper deck has been given over to the owner's private use and features a cabin with panoramic views (above), a private saloon (left) and generous exterior space (right)







The combination of an amidships engine room location and canoe stern adds at least three metres to the guest accommodation space, which comprises two charming double and two twin suites.

The galley is long, runs fore-and-aft, has natural light and is equipped with good fridge/freezer and stowage space, plus a dumbwaiter to the owner's apartment pantry.

Interior designer Jacques Grange's designs for *Pamela V* are delightfully in keeping with the ship's character, while creating a sense of habitable comfort. Striped materials of different colours are very evident, as is the use of pale oak panelling framed by dark mahogany, which extends from owner's apartment to bridge. All cabinetry was done in-house by Hakvoort itself.

From an engineering viewpoint, *Pamela V* is special.

'The owner had certain fixed ideas,' says Bais. 'Green was a requirement, also peace when in secluded anchorages, along with maximum stabilisation. So we gave him an ESI (energy storage inverter) system, which, with lithium-ion batteries, allows all-night electrical power without using generators. As regards the generators, we specified three, any two of which can be run in parallel to avoid over-/under-load situations, as well as allowing a considerable reduction in fuel consumption. Naiad stabilisers were chosen, especially because they also work well at rest.'

The engine room represented quite a challenge. 'Being amidships, the available space was pretty small,' says Hakvoort, 'so it wasn't just a case of fitting and plumbing two big MTU engines, numerous pumps,





‘We are proud to have been able to include generous deck spaces and so many amenities’



***Pamela V* features high bows and a canoe stern reminiscent of 1980s classics (bottom right). Her main deck guest areas, such as the aft deck (above right) and saloon (above) have a feeling of habitable comfort**

air-conditioning, electrical control panels and three generators, but of making everything accessible to the engineers.’

‘A hull design like *Pamela V* permits building much lighter (she’s well under 500 tonnes displacement), while the long keel gives excellent directional stability,’ adds Bais. ‘We are also proud to have been able to create generous deck spaces and to include so many amenities in 45 metres without them appearing cramped in. It is again pleasing to have achieved a spacious, professional bridge, plus flybridge controls on the sundeck, and last but not least, to provide comfortable crew quarters. Although,’ he grins, ‘there is a certain pecking order as the cabins move forward.’

The two agree that their sense of achievement stems

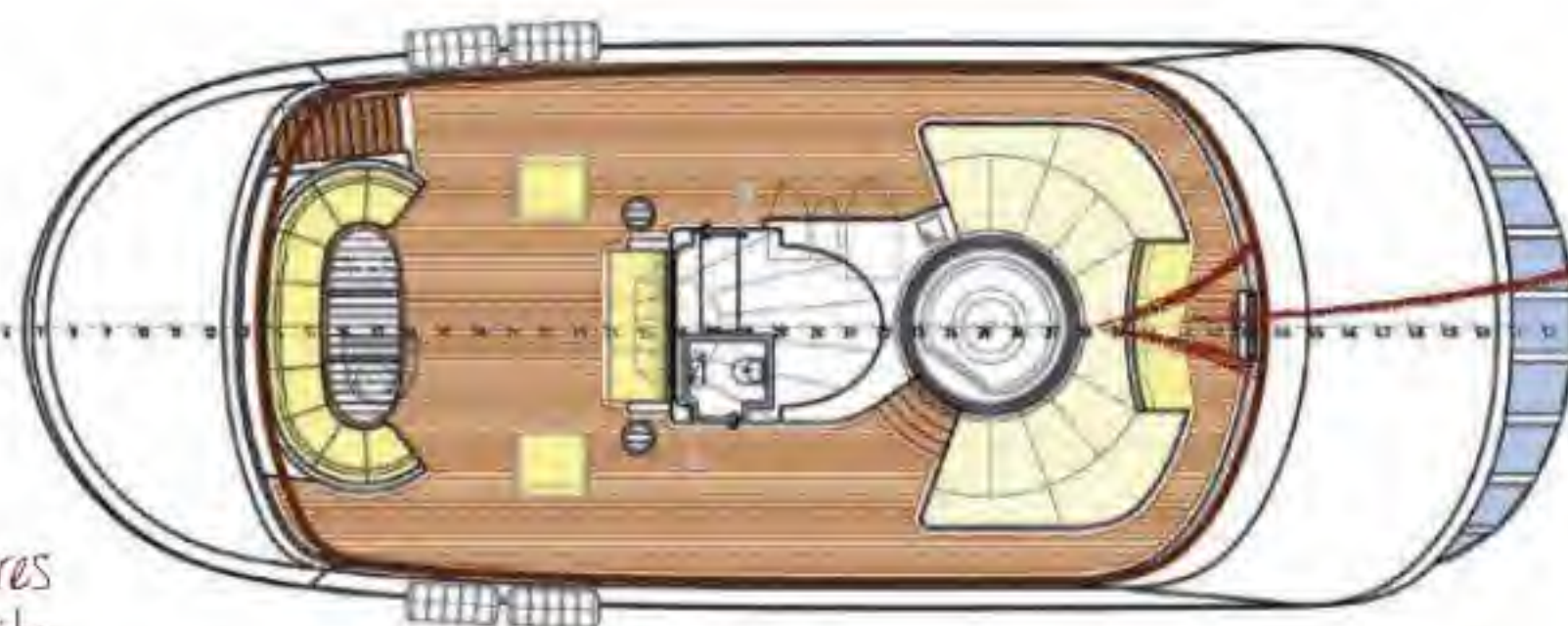
from the owner’s infectious enthusiasm and cooperation: they simply created what he wanted.

To the experienced eye, *Pamela V* is beautiful and confidence inspiring. To the less mature eye, her majestic flared bow, glorious run aft and that well-balanced canoe stern should at least make her an object of wonder and speculation. Aside from the inevitable birth pangs, she has been a source of joy and inspiration for those involved in her creation, from the owner onwards. But perhaps the greatest plaudit was delivered by the owner who, after six months’ cruising, effectively told her designers and builders that when he commissions the successor to *Pamela V*, he wants them to create her...





The sundeck features Jacques Grange's striped decorative theme on comfortable seating, plus a spa pool



The owner's deck features generous exterior space, its own saloon and panoramic views from the cabin



Main deck guest areas are designed to be comfortable rather than grand

visibility in the bridge has been retained, despite its main deck location, by making it split level



An amidships engine room and canoe stern add at least three metres to the guest accommodation space

The captain's cabin is on the lower deck, but he will usually be able to use the nanny cabin behind the bridge when passagemaking



## PAMELA V Hakvoort Shipyards



**LOA** 44.9m  
**LWL** 32.9m  
**Beam** 9.3m  
**Draught** 2.9m  
**Displacement** 461 tonnes  
**Engines**  
2 x MTU diesels, MCR  
700kW at 1,600rpm

**Speed (max/cruise)**  
14 knots/ 10 knots  
**Range at 10 knots**  
5,700nm  
**Thrusters**  
Jastram BU10 at  
1,500rpm

**Generators**  
2 x 100kW Kohler;  
1 x 50kW Kohler  
**Stabilisers**  
VT Naiad, model 525  
**Fuel capacity**  
60,000 litres  
**Freshwater capacity**  
12,000 litres

**Owner and guests** 10  
**Crew** 11  
**Tenders**  
1 x 8.1m custom Meyer  
werft; 1 x 5.5m Novurania;  
1 x 3.4m rescue  
**Construction**  
Steel hull, aluminium  
superstructure

**Classification**  
Lloyd's SSC and MCA  
UK; # 100 A1, SSC, Yacht,  
Mono, G6, # LMC, UMS  
**Naval architect/  
exterior styling**  
Diana Yacht Design  
**Interior design**  
Jacques Grange

**Builder/year**  
Hakvoort Shipyards/2011  
Monnickendam, Holland  
tel: +31 (0)299 651 403  
email:  
sales@hakvoort.com  
web: hakvoort.com



QUALITY MADE IN GERMANY



CUSTOM BUILT TENDERS | REFITS | EQUIPMENT | SERVICE

yachtwerft meyer gmbh  
Fon +49 (0) 421 - 98 503 950  
Mail [info@yachtwerft-meyer.de](mailto:info@yachtwerft-meyer.de)  
Web [www.yachtwerft-meyer.de](http://www.yachtwerft-meyer.de)

*Ocean Classic of Sweden*



## The Ocean Classic 75m

Next available delivery December 2011

Swedish engineering, Lloyd Class, MCA, Speed 25 knots  
Price: USD 15 million, finance 70%

For more information, contact us  
Tel: +2012-22222756 E-mail: [oceanclassic@gmail.com](mailto:oceanclassic@gmail.com)

[www.oceanclassicofswedenyachts.com](http://www.oceanclassicofswedenyachts.com)



**YACHT**



**MARINE**

*Management & Consulting Services*

Loyalty • Luxury • Excellence

New construction

Yacht management

23/3 Sahil Yolu Caddesi, Aydıntepe Mahallesi, Tuzla, İstanbul  
Phone +90 216 484 4282 Fax +90 216 494 4283  
[info@yacht-marine.com](mailto:info@yacht-marine.com) [www.yacht-marine.com](http://www.yacht-marine.com)







# Alpha

CHEOY LEE'S  
MOVE INTO THE  
EXPRESS CRUISER  
MARKET CATERS  
TO THE OWNER  
LOOKING FOR AN  
UNENCUMBERED  
YACHTING EXPERIENCE

# 76



words: Marilyn Mower  
photography: Forest Johnson

When a well-established yacht builder produces a new model in a crowded market, inquiring minds want to know why. A case in point is Cheoy Lee's new Alpha 76 Express, which debuted late in October at the Fort Lauderdale International Boat Show. Why would a successful motor yacht and expedition yacht builder bring a 23 metre express yacht – the first of a series, actually – to the market?

'I have an apartment that overlooks the inlet to Port Everglades in Fort Lauderdale and kept track of the numbers of different types of boats going out the inlet on weekends,' says BY Lo, one of the seven brothers who own Cheoy Lee Shipyards. 'A far greater percentage of boats coming and going through the inlet were these type of boats,' he says, pointing to the Alpha 76. 'I believe people sense they are easier to handle and better suited to a casual short cruise than [other kinds of] motor yacht. It seems the type of boat you can take out for an afternoon without a lot of organisation, planning and provisioning.'

'When we envisioned these boats, the word we kept coming back to was "freedom",' says Lo.

As I look over his shoulder and out the window of the Cheoy Lee sales office on Fort Lauderdale's New River, I see the Alpha 76 and a marginally larger Cheoy Lee Bravo Series motor yacht, which is within a few hundred thousand dollars of the same price. It is undeniable that one of the yachts seems much less intimidating to an owner-operator. Gazing at the sleek lines of the 76, I can imagine myself casting off the lines and heading down river alone or nearly so. Something about the 25.6 metre makes me realise that it is a boat to be crewed. That's not necessarily a bad thing, but there are horses for courses and without an express cruiser Cheoy Lee would be out of that race.

Stepping into an established market, Cheoy Lee sought to gain advantage by selecting key players for naval architecture, design and engineering. For aggressive styling and a fast hull, the builder chose Michael Peters Yacht Design, a firm whose portfolio includes flat-out racing





boats as well as yachts. For a modern look and space planning, it turned to Luiz De Basto, a Brazilian designer now living in Miami who has designed express cruisers and motor yachts.

As far as the construction engineering, while Cheoy Lee has 140 years of experience in boat building, including a generation in fibreglass, the weights and balances of a fast express cruiser with top speed in excess of 35 knots was a new experience. The company therefore partnered with Gurit/High Modulus, a specialist in high-tech composite construction engineering for boats with stringent weight budgets, including competitive sailing yachts. 'To have a chance, we must be very good,' says Lo.

Because Cheoy Lee was not considering an entire sport series, the objective was to create an initial boat that would stand out in the marketplace, in looks and function.

'Express boats have a history of not being very service-friendly,' says Lo. 'We were very conscious of this in design and found solutions.' Indeed, the engine room is quite easy to use – partly because of clever placement of valves, filters and machinery and partly because the yacht's six metre beam is about 45 centimetres wider than boats of a similar length in this class. The extra beam also aids stability and

creates a spacious master suite, but at the same time it puts a higher premium on slippery hull design, interceptor-type trim tabs and weight control to meet the speed quota.

Like all fibreglass Cheoy Lee boats, the hull is cored, resin infused and vacuum bagged. The builder takes great care in fairing the hull and finishes the boats with Alexseal paint rather than gel coat.

'The only way to provide the precision needed to create these complex shapes and smooth exterior finish is through our two in-house, five-axis CNC routers,' says Marty Isenberg, a broker at Cheoy Lee North America. The hull – moulded in one piece – reflects some of that curvaceousness in the faux upper chine styling that helps knock down spray when flying along at high speeds.

The centreline helm and its flanking guest seats is a unique feature and on our sea trial it created a natural gathering point as we checked performance data and enjoyed the views. Open to the galley and dining area below, the atrium-style layout totally eliminates isolation for anyone assembling a meal or enjoying a snack.

'I was able to explore the atrium concept to the fullest, an idea I have been pursuing since 1998,' says De Basto. 'By placing the helm on centerline and the stairway to starboard,





The atrium-style layout (top left) that opens the helm to the galley and dining area below (right) gives the feeling of a bigger yacht. The master suite (top) is amidships, assuring full beam, and features large windows





we gained the opportunity to use the underside of the helm station as the entrance to the master suite and increase the sense of space below and a connection between levels.'

De Basto integrated the exterior lines and the sliding sunroof with the saloon overhead and the mullions, to converge in a centreline vanishing point. These forward mullions also eliminate the need for large corner pillars to support the superstructure, creating a true 360 degree view from anywhere on main deck.

The expansive views extend to the lower deck. 'The exterior design offered large windows in the owner's [suite] and I wanted to take advantage of leaving them open on both sides,' says De Basto. 'On both decks, I wanted to celebrate the shape of the windows; no curtain would really work. On another boat I had done, the solution was to use privacy glass to avoid the use of curtains. On this project, Cheoy Lee was exploring the use of new glass that is both dimmable and clear or opaque. With the Alpha 76 we offer full control of sunlight and privacy without curtains.'

The windows in the superstructure and master suite feature the latest glass technology by the US firm Research Frontiers and licensed to Canadian manufacturer Diamond Sea Glaze. It allows the glass to change to a darker colour to keep out heat, light and UV rays and unlike passive



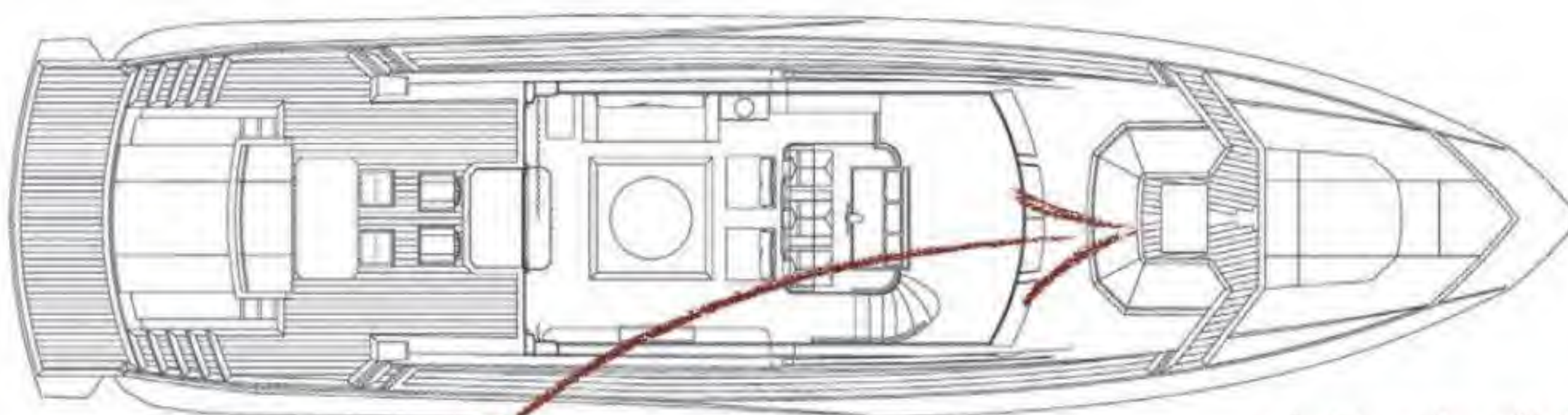
photo-reactive glass, SPD SmartGlass uses an electrical current to precisely control the amount of daylight entering the interior and can also switch to opaque for privacy.

The streamlined theme continues through the décor with high gloss cabinetry, chic cabin doors and night stands clad in stitched leather like high-end luggage.

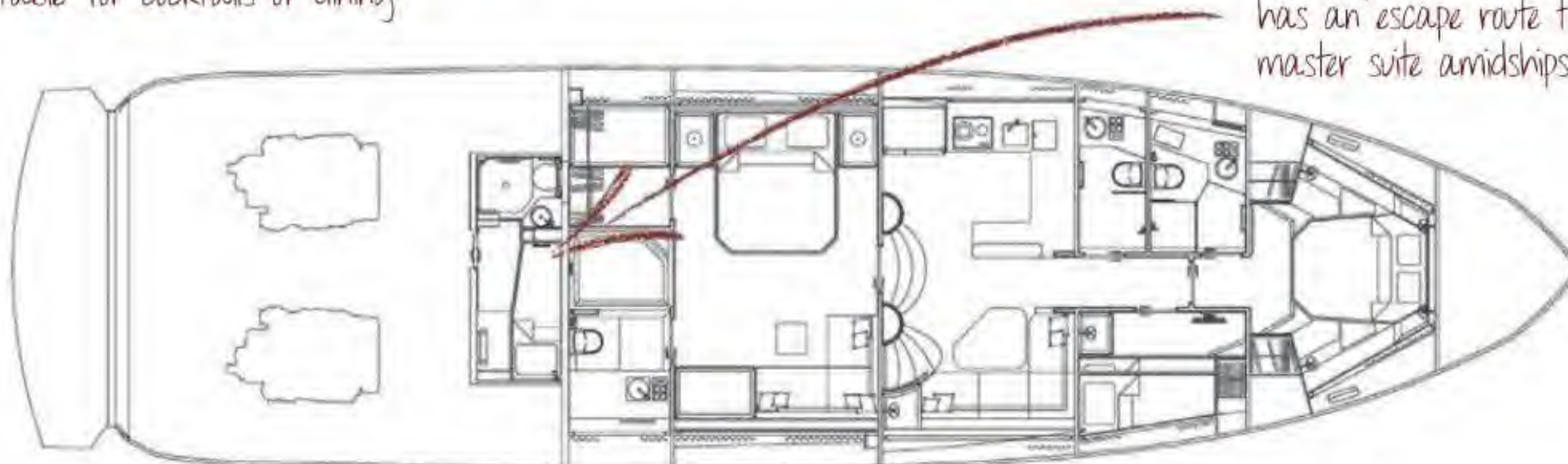
Lo says that the Alpha 76 will be followed next year with a flybridge version and in two years by an 86-foot (26 metre) version and then an 86 flybridge. 'We believe this is a market we should be in and we are heavily invested in it. The designs are complete and construction is beginning.'



Two cabins forward, including a VIP suite (above) can accommodate four additional guests en suite, where the chic, streamlined theme is continued throughout



A sunny guest area is on the foredeck, with an adjustable table for cocktails or dining



A hatch in the aft deck accesses the single crew berth, which also has an escape route through to the master suite amidships

### ALPHA 76 Cheoy Lee Shipyards

**LOA** 23.4m

**LWL** 18.1m

**Beam** 6m

**Draught (full load)**  
1.7m

**Displacement (full load)**  
48.5 tonnes

#### Engines

2 x Caterpillar C32 ACERT  
1,900hp; 2 x MAN V12-  
1550, 1,550hp

**Speed (max/cruise)**  
38/26 knots

**Range at 24 knots**  
275nm

#### Fuel capacity

4,819 litres

**Freshwater capacity**  
1,200 litres

**Grey/blackwater capacity**  
840/840 litres

#### Owners and guests 6

**Crew** 1

**Construction** Composite

#### Naval architecture

Michael Peters  
Yacht Design

#### Exterior styling

Michael Peters  
Yacht Design

**Interior design**  
Luiz De Basto

**Price guide**  
\$4.75m

#### Sales broker

Cheoy Lee Riviera  
Nice, France  
tel: +33 493 187 383  
email: info@  
cheoyleeriviera.com



# THE RENDEZVOUS *in Monaco*

THURSDAY 21 JUNE – SUNDAY 24 JUNE, 2012

[www.superyachtrendezvous.com](http://www.superyachtrendezvous.com)

A celebration of  
yachting life,  
exclusive to superyacht  
owners, their  
families and friends

For further information  
on how to participate and for  
sponsorship enquiries, please contact:

Holly Lunn | Events & Marketing Executive  
E: [holly.lunn@boatinternationalmedia.com](mailto:holly.lunn@boatinternationalmedia.com)

Victoria Lister | Commercial Director  
E: [victoria.lister@boatinternationalmedia.com](mailto:victoria.lister@boatinternationalmedia.com)

SYBAss partners

sponsor

**SYBAss**  
SUPERYACHT BOAT CLUB ASSOCIATION

**TRINITY**  
YACHTS

*Benetti*  
ITALIAN EXCELLENCE SINCE 1874

**LÜRSSEN**

**FEADSHIP**  
ROYAL DUTCH SHIPYARDS

**SAG**  
SKYNET AVIATION GROUP







# OCEAN TRAVELLER



135

Editor's choice  
of charter boat



138

New to the  
charter market



Is it time to explore?  
Total of the most interesting features of recent offshore economic times  
has been the strong absence of high, changing, high-profile boats.

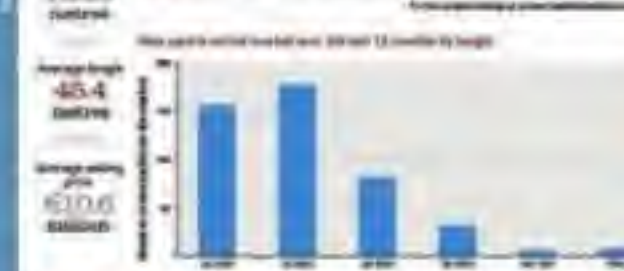


BROKERAGE NEWS

141

Market analysis  
and intelligence

NEW TO THE MARKET					
Boat name	Year	Length	Price	Owner	Broker
1. 1000	2010	1000	1000	1000	1000
2. 1000	2010	1000	1000	1000	1000
3. 1000	2010	1000	1000	1000	1000
4. 1000	2010	1000	1000	1000	1000
5. 1000	2010	1000	1000	1000	1000



SPOTLIGHT: new to the market

144

Brokerage  
news round-up

126

East Timor is the latest  
stop on the voyage of  
*Golden Compass*



# East Timor

Golden Compass explores Southeast Asia

words and  
photography:  
Jim Raycroft







Left: a fisherman tends a net next to his small outrigger – the standard craft of the Timorese fishing industry. Above: some of the villagers who turned out in traditional garb to greet the President and guests from *Golden Compass*

## GOLDEN COMPASS VISITS EAST TIMOR, SOUTHEAST ASIA, AS THE COUNTRY EMERGES FROM A TROUBLED PAST TO BECOME A CRUISING DESTINATION

Mark Twain nailed it when he said, 'Travel is fatal to prejudice, bigotry and narrow-mindedness.' For those aboard *Golden Compass*, whether stepping on to the dock at Marina Hemingway in Havana, Cuba, or wading ashore from the tender at Timor-Leste on the far side of the world, the travels have been life changing.

'*Golden Compass* has enabled us to meet and interact with all types of people from various socioeconomic, cultural, educational, racial and religious backgrounds – from subsistence farmers to heads of states,' the owners attest. 'It has also provided us the opportunity to experience the beauty and rawness of remote areas where few yachts or even tourists would venture.'

The yacht's latest port of call, Timor-Leste (East Timor), is just such a remote destination. Setting out from Florida in the autumn of 2009, the 46 metre Picchiotti-built yacht *Golden Compass* travelled through the Caribbean, down to South America and up the Amazon River. She crossed

the Atlantic, made the rounds in the Med, ventured through the Suez Canal and into the Red Sea, dodged pirates in the Gulf of Aden and cruised the Persian Gulf and the Indian Ocean. By the summer of 2011, she was in Southeast Asia, with various stops planned in the Indonesian archipelago. By the time *Golden Compass* reaches the end of her more than two-year circumnavigation, approximately 40,000 nautical miles will have passed under her keel.

But Timor-Leste is an unconventional stop for a superyacht. The country has struggled for autonomy since the mid-1970s, when it gained independence from Portugal only to be taken over by Indonesia, in a brutal 25-year occupation that left more than 100,000 dead.

While Timor-Leste enjoyed a successful vote for independence from Indonesia in 1999, the celebrations were short-lived as the Indonesian military and Timorese pro-integration militia pushed back with violence and intimidation. International peacekeeping forces stepped in, and in







Above: safe in its 'bubble' of comfort and amenities, *Golden Compass* explores the thinly populated islands around East Timor. Left: President Horta enjoys the hospitality of the superyacht. Right: Dili Harbour has one small dock, but is scarcely set up for such a vessel – yet. Opposite below: the President's home in Dili



September 2002 amid national celebrations, Timor-Leste was declared a new country in the United Nations. But continued infighting and rioting prompted the return of UN peacekeepers in 2006. Elections in 2007 again brought celebrations to Timor, only to be followed by a failed coup and an assassination attempt on President José Ramos-Horta in 2008, leaving him seriously injured. But peace has finally found the island and in 2011 the UN handed over control of the police force to Timor-Leste authorities.

In August 2011 Timor-Leste was little more than a political science footnote to me, but soon it would become much more personal. It had taken *Golden Compass* 22 months to reach a small cove off the village of Maumere, tucked away under the trees on the north coast of Flores – one of the more than 18,000 islands that make up Indonesia. It would take me a comparatively short two-and-a-half days via New York, Hong Kong and Bali to reach this spot on the globe where *Golden Compass* waited, riding peacefully at anchor, framed against a palm-lined shore that gave way to verdant green hills and jagged mountains beyond.

With warm greetings from the owners and crew, I was glad to be back aboard *Golden Compass*. I understood what the owners meant when they said the yacht was akin to a 'bubble' that allowed comfort and security while taking them to the farthest-flung spots.

At dawn, a thick mist flowed down from the hills defusing the morning light into layers of blue-grey, and the smell of smoke from wood fires ashore hung in the still air. Fisherman repaired nets using seashells for weights and headed out to sea in small outriggers – some built of wood and fibreglass, others simple dugout canoes fashioned from a single tree. The quiet morning faded as the engines came to life and Captain Luis ordered anchors aweigh. It would take 26 hours to reach Timor-Leste. We travelled east, mountains rising ahead then sinking in our wake. We'd arrive at Dili, the 'city of peace', by the next morning and wait for good light to enter the reef-studded harbour.

A spectacular sunrise of purple, red and gold greeted us over Dili Harbour. The morning mist turned the small fishing and cargo boats



A 20 mile cruise to the north, Atauro's 54 square miles offer trekking, snorkelling, world-class diving and accommodation that includes thatched huts on the beach



anchored inside the reefs into soft, monochromatic silhouettes. Dili Harbour has one commercial dock suitable for small container ships, but no dock for yachts. Other than a couple of old, small cruising sailboats, there were no pleasure boats to be seen. Yachts on the scale of *Golden Compass* are virtually unknown in Timor-Leste.

Several weeks earlier in Singapore, the owners had met an Australian who was very familiar with Timor and had suggested they give serious consideration to a visit. He followed up with the name and contact details of a friend who worked for President Horta. It proved to be a marvellous connection, with the new contact helping to ease port entry and even arranging a visit by President Horta aboard *Golden Compass* during our first afternoon in port.

As we cruised from Dili Harbour to Atauro – 20 miles to the north – and back, we enjoyed fascinating conversation with the President, learning about the nation's emergence to independence, the Tour de Timor cycle race, the Dili Marathon and the Darwin Dili Yacht Rally. Atauro is an oasis





The reason Jeeps are the official vehicles was obvious as we crawled along rutted dirt tracks skirting the edges of cliffs, and crossed precarious bridges, while climbing the mountain road



**Right:** fishermen repair nets using seashells for weights. **Left:** washing and gutting the day's catch. **Above:** President Horta's six-wheeled Mini Moke. **Opposite page:** a whole village turns out to greet the President and the voyagers from *Golden Compass*



from the rush and crowded streets of Dili. Its 54 square miles are home to 8,000 Timorese and offer trekking, snorkelling, world-class diving and accommodations that include thatched huts on the beach.

President Horta has the strong yet engaging personality of an intelligent, effective and caring leader, and so it was with pleasure that we accepted an invitation to dine with him at his residence in Dili the following evening. He met us at the beach driving his refurbished 1960s six-wheeled Mini Moke, accompanied by a Jeep and driver to transport us. A gracious and entertaining host, President Horta opened his home and a bottle of 1949 port to *Golden Compass's* owners, guests and crew. He spoke of his country's struggle for independence and his plans to improve the nation's infrastructure and raise the country from war-ravaged poverty, through shrewd investments of the funds produced from offshore oil and gas revenue deals he brokered. It's evident Timor-Leste is his passion, and he doesn't miss an opportunity to educate and inform on the subject.

To this end, President Horta invited us to accompany him on his official travels the following day, which would introduce us to this new republic of more than one million people. By 7.30am, we were rolling through Dili in the presidential motorcade, escorted by national police, UN

peacekeepers and armed bodyguards. We didn't finish until 10.30pm, travelling from seaside towns to high mountain-top villages. Our tour included the fishing village of Liquica – a colourful maze of huts and gardens laid out beneath shade trees with fence-lined pathways running to the beach – where a fish-drying co-op project is being created. When it is fully operational, it promises to bring work and revenue to the area.

We accompanied the President to a dedication ceremony of a new library in the mountain village of Ermera, greeted by the Ermera Bibliotheca project managers and what seemed to be most of the village. Then we climbed further to the village of Gleno and the Elsa Café coffee plantation, where 60 per cent of the crop is headed for Starbucks. Here the President received a ceremonial greeting with music performed by local children dressed in traditional costume, and a presentation of Tais (traditional cloth). Woven by the local women on simple looms, Tais are a prized item in Timor, the individual patterns traceable to particular areas of the country.

The final push of the day took the motorcade higher along some of the most difficult unpaved roads I've ever encountered. The reason Jeeps are the official vehicles here was obvious as we crawled along thin, deeply rutted dirt tracks skirting the edges of cliffs, crossing precarious bridges,





passing under the occasional huge, fallen tree, all the while climbing higher up the dusty mountain road into the old-growth forests. Hours later, we arrived at the village of Hatolia. This was President Horta's first visit, and the entire town had turned out to welcome him, the street lined with enthusiastic villagers greeting us with cheers, chants, music and dance.

After touring the country by sea and land, we took to the sky the next day – President Horta had arranged a ride in a big Bell 212 helicopter, reminiscent of the Bell UH1 of the Vietnam era. An Australian Air Force crew stationed in Timor on UN duty operates this one. We lifted off on a clear day and headed east along the coast. Once past Dili Harbour, there is little development to be seen other than the construction towers that will carry power to the outer reaches as the nation gets back on its feet.

Timor-Leste is ruggedly beautiful at its coastline – a mix of beaches and rocky cliffs – and inland rises to mountains, topping off at 2,963 metres above sea level at the summit of Foho Tatamailau (also called Mt Ramelau), near the village of Hatu Buillico. On a clear day, the intrepid hiker is rewarded with a view of both coasts from this peak. From the air, we spotted Jaco Island, an uninhabited three-square-mile jewel set off the eastern shore. Still considered a sacred place by the Timorese, overnight

visitation is not permitted, but you can tender to shore and immerse yourself in the natural beauty, peace and quiet of Tutuala Beach. On any given day you might have Jaco Island all to yourself.

Our last evening in Timor-Leste, we attended a reception at the Indonesian Embassy as guests of President Horta where local musicians and dancers performed and an abundance of local dishes were served. The owners of *Golden Compass* were appreciative of the reception they received in Timor and the insider's view into this emerging nation.

'These opportunities (found travelling aboard *Golden Compass*) have broadened our perspective and given us a keener insight on the challenges faced, especially by developing countries like Timor-Leste,' say the owners. 'Because of our visit and the time with the President, we see ourselves finding new and better ways to help this country meet their challenges. The President and the experiences he shared with us have proven that he and the Timorese [are] the best ambassadors for their country.'

To venture from your shores in a yacht is to become a de facto ambassador for yachting, and it's an experience and opportunity that I hope will be embraced and enjoyed by more and more yacht owners, their families and their guests. ►



## FACT FILE East Timor

### CONTACTS

#### TOURISM

gov.east-timor.org/  
AboutTimorLeste/travel

#### DISCOVER EAST TIMOR

discoverdili.com

#### TOUR DE TIMOR (THE CYCLE RACE AND MORE)

tourdetimor.com

#### TIMOR DIVE PHOTO CONTEST

underwatertimorleste.  
com

#### DILI MARATHON

dilimarathon.com

#### COM FISHING FESTIVAL

comfishingfestival.com

#### DIVE TIMOR LOROSAE

divetimor.com

#### CHARTER ENQUIRIES

International  
Yacht Collection  
tel: +954 522 2323  
email: charter@iyc.com  
web: iyc.com



JIM RAYCROFT

#### TIME ZONE

UTC +9

#### LANGUAGE

Tetum and Portuguese; Indonesian and English also spoken.

#### NAME

Formally the Democratic Republic of Timor-Leste, shorthand Timor-Leste, 'Timor Lorosae' in Tetum

#### CAPITAL

Dili

#### CURRENCY

US dollar

#### POPULATION

1,066,582

#### AREA

5,742m<sup>2</sup> – slightly larger than Montenegro.

#### AIRPORT

Presidente Nicolau Lobato International Airport in Dili.

#### GETTING THERE

Merpati Airlines flies seven times per week from Denpasar, Bali, to Dili. Air North flies two to three times a day from Darwin, Australia, to Dili.

#### ENTRY REQUIREMENTS

Apply for visa upon arrival only at the International Airport in Dili or at the Dili Sea Port. The fee is \$30 and grants a single-entry for a stay up to 30 days. Those who wish to stay longer (up to 90 days) or who seek multiple-entry privileges may apply online in advance of arrival. All travellers must hold a valid passport with an expiration date not less than six months from the date of entry and hold a return or onward ticket or show ability to fund departure. Those intending to visit East Timor by yacht will find the Noonsite website useful: noonsite.com/Countries/EastTimor.

#### POLITICS

Following Indonesia's long and traumatic occupation of East Timor,

the country is independent, a full member of the UN and has been stable for several years. Ex-Prime Minister and now President José Ramos-Horta is overseeing the administration of a country that seems finally at peace – a good cruising destination.

#### CLIMATE

Tropical monsoon climate – hot and humid. Distinct rainy and dry seasons with monsoons from December to March and dry weather from July to November. Cooler weather can be found in the mountains.

#### WHEN TO GO

Avoid monsoon season and visit during the summer and autumn.

#### YACHT BERTHING

Dili has the biggest harbour, but yachts of the size of *Golden Compass* rarely come here. There are no berthing facilities and little scope for high-end provisioning, so self-sufficiency is the order of the day.



**TATIANA - 45 meters**



Designed by the well-known German superyacht designer Joachim Kinder from Munich. Launched in 2011 with full options. The most unique part of the yacht is the owner's-stateroom on upper deck with spa area (massage-room, steam room), a luxuriously bathroom, an extra study, 6 staterooms for 14 guests. Price: 14 500 000 EUR. Available at the Antibes boat show, April 2012. Sales and charter. Keenly for sales as the owner has ordered a new construction yacht. Gsm E.U : +33 668 890 002

**M - 40 meters**



Designed by the famous H2 DESIGN studio from London, Launched in 2012, most beautiful interior furniture by Septemar company, accommodation for 8/10 guests in large staterooms. Price: 9 000 000 EUR. Available for season 2012. Gsm E.U : +33 668 890 002



**Brokerage division  
Antibes boat show 2012**

[www.bilgin-shipyard.com](http://www.bilgin-shipyard.com) / [info@bilgin-shipyard.com](mailto:info@bilgin-shipyard.com)

Bilgin Shipyard Everset Groupe  
A listed Company on the Paris Stock Exchange





Nashira II



# Charter Style

from Burgess



Burgess represents the most spectacular sailing superyachts for charter on the water. For more information contact us at one of the offices below...

Jazz Jr

# BURGESS

London Monaco New York Miami Santa Monica Palma Athens Mumbai Seattle Moscow  
t: +44 20 7766 4300 t: +377 97 97 81 21 t: +1 212 223 0410 t: +1 305 672 0150 t: +1 310 392 7696 t: +34 672 179 008 t: +30 6932 408 285 t: +91 2266 391900 t: +1 206 285 4561 t: +7 495 280 2402

[charter@burgessyachts.com](mailto:charter@burgessyachts.com)

[www.burgessyachts.com](http://www.burgessyachts.com)





## EDITOR'S CHOICE

### *Lyana*: the stylish new 60 metre motor yacht from Benetti

The spectacular 60m *Lyana* from Benetti is Camper & Nicholson's newest addition to its charter fleet.

Available in the Caribbean this winter, her spacious layout, beautiful décor and wide range of entertainment and water sport facilities promise to establish her as one of the most sought-after yachts on the charter market.

Launched in Livorno in May 2011, *Lyana* features naval architecture by Benetti, designed by Stefano Natucci with an interior by Francois Zuretti. Noted designer Pierre-Yves Rochon lent a hand to this striking interior.

*Lyana* boasts accommodation for 12

guests in six suites: three doubles, two twins and a convertible cabin. The full-beam master suite is located on the main deck forward with walk-in wardrobes and his-and-hers baths. An eight-person spa bath is found on the sundeck along with a gym. The sundeck can also be converted into a disco with professional sound and light system.

*Lyana* features all the latest toys including a Jetlev-Flyer, SeaBobs, Segways and an inflatable swimming pool. Her weekly charter rate starts from \$420,000 in low season and \$440,000 in the high season.



#### LYANA

LOA: 60m

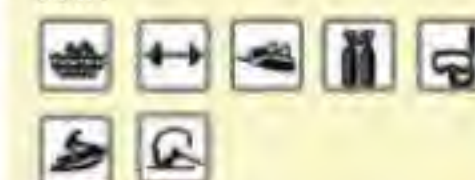
**BUILDER/YEAR:**  
Benetti/2011

**GUESTS/CREW:** 12/15

**LOCATION:**  
Caribbean winter,  
Western Med summer

**RATES:**  
\$420,000/\$440,000

**CONTACT:**  
Camper & Nicholson's  
International  
Alex Garro  
tel: +377 97 97 77 45  
email: agarro@camperandnicholsons.com  
web: camperandnicholsons.com





*Charter the awe-inspiring*  
**NUMPTIA**

*from Burgess*



**BURGG**

For the best charter experience **Ask BURGESS**



Step on board NUMPTIA and experience a world where beauty, space and fine detailing define the ultimate in luxury living. To find out more about chartering NUMPTIA in the Mediterranean this summer please contact Burgess at one of the offices below...



# ESS

London	tel: +44 20 7766 4300
Monaco	tel: +377 97 97 81 21
New York	tel: +1 212 223 0410
Miami	tel: +1 305 672 0150
Santa Monica	tel: +1 310 392 7696
Palma	tel: +34 672 179 008
Athens	tel: +30 6932 408 285
Mumbai	tel: +91 2266 391900
Seattle	tel: +1 206 285 4561
Moscow	tel: +7 495 220 2402

[www.burgessyachts.com](http://www.burgessyachts.com) or email: [charter@burgessyachts.com](mailto:charter@burgessyachts.com)



# A selection of the top yachts available for charter



beach club



diving



jet ski



bikes



fishing



gym



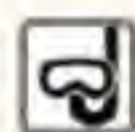
kayaking



spa pool



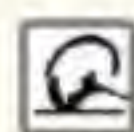
sailing



snorkelling



wind surf

water ski/  
wakeboard

inflatables

## *Koi (ex-Surprise)*

Explorer yacht *Koi* was totally refitted in 2009 & 2011 and offers luxurious accommodation for up to eight guests in four lavish suites.

## *Syrenka (ex-Lady Jenn)*

*Syrenka* has a full-beam master suite on the main deck; on the lower deck are four more en suites.

## *Aqualibrium*

*Aqualibrium* features a voluminous interior, adorned with exquisite marble, alabaster, and Italian wood panelling.

## *Kestrel 106*

This aluminium cruising ketch is a fast yet easily-handled sailing yacht, with four very generously sized cabins, all en suite.

## *Harmony*

The 35.5m was refitted in 2012, and sleeps up to 10 in a master suite, VIP cabin, two twin cabins plus two Pullman berths.

## *Damrak II*

Power catamaran, *Damrak II* offers the low draught advantage of a catamaran with the speed of a motor yacht.

## *Prana (ex-Konkordia)*

Freshly refitted, *Prana* offers performance within a seaworthy, large, comfortable sailing yacht.

## *Liberty*

Fully stabilised, *Liberty* is also comfortable, fast and fuel efficient. The décor is designed for maximum flexibility.



LOA: 35.05m

BUILDER/YEAR: McMullen &amp; Wing/2001

GUESTS/CREW: 8 to 9/6

COST: \$75,000 Caribbean/€75,000 Med

LOCATION: Caribbean winter/Med summer



### CONTACT

Bluewater  
Rebecca Cutter  
tel: +33 493 34 34 13  
email:  
charter@bluewateryachting.com  
web: bluewateryachting.com

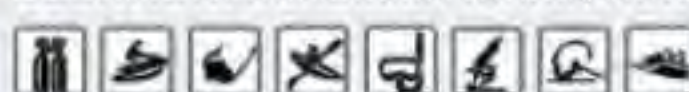
LOA: 41.76m

BUILDER/YEAR: Palmer Johnson/1994

REFIT: 2011 GUESTS/CREW: 10/7

COST: €90,000 per week, plus expenses

LOCATION: Caribbean winter/New England summer



### CONTACT

Bartram & Brakenhoff  
Pila Pexton  
tel: +1 401 862 1977  
email: pila@bartbrak.com  
web: bartbrak.com

LOA: 40m

BUILDER/YEAR: CRN/1994

REFIT: 2004 GUESTS/CREW: 10/7

COST: €91,000/€112,000 per week

LOCATION: Med



### CONTACT

Burgess  
tel: +44 20 7766 4300  
email: london@burgessyachts.com  
web: burgessyachts.com

LOA: 32.4m

BUILDER/YEAR: Anglar, Turkey/2012

GUESTS/CREW: 12/4

COST: €49,000/€55,000 per week

LOCATION: Western Med summer/Caribbean winter



### CONTACT

Select Charter Services  
Jacqui Lockhart  
tel: +33 611 83 14 80  
email: jacqui@selectcharterservices.com  
web: selectcharterservices.com

LOA: 35.05m

BUILDER/YEAR: Crescent/1998

REFIT: 2012 GUESTS/CREW: 8-10/6

COST: \$70,000 per week, plus expenses

LOCATION: Med



### CONTACT

Northrop and Johnson  
Shawn Z Laird  
tel: +1 954 522 3344  
email: shawn.laird@northropandjohnson.com  
web: northropandjohnson.com

LOA: 21.34m

BUILDER/YEAR: Sunreef Yachts/2011

GUESTS/CREW: 8/3

COST: €39,000 Med/\$39,500 Caribbean

LOCATION: Caribbean/Western Med



### CONTACT

Sunreef Yacht Charters  
tel: + 954 999 5121  
email:  
charter@sunreef-charter.com  
web: sunreef-charter.com

LOA: 51.7m

BUILDER/YEAR: Alloy Yachts/2006

REFIT: 2012 GUESTS/CREW: 12/9

COST: €185,000 summer/€175,000 winter, per week

LOCATION: Western Med summer, Caribbean winter



### CONTACT

Fraser Yachts, Monaco  
Bertrand Mattei  
email: bertrand.mattei@fraseryachts.com  
web: fraseryachts.com

LOA: 50m

BUILDER/YEAR: ISA/2011

GUESTS/CREW: 12/10

COST: €235 000 per week, plus expenses

LOCATION: Med



### CONTACT

Yachting Partners International  
Fiona Maureso  
tel: +33 493 340 100  
email:  
fiona.maureso@ypigroup.com  
web: ypigroup.com



# CHARTERWORLD.COM

THE YACHT CHARTER SPECIALISTS



London +44 207 193 7830

Florida +1 954 603 7830

Sydney +61 280 050 054

Hong Kong +852 8120 5444



12-15 april 2012 • port vauban, Antibes

# antibes

## yachtshow



antibesyachtshow

9 avenue saint roch 06600 Antibes France t: +33(0)4 92 90 59 15  
e: info@antibesyachtshow.com [www.antibesyachtshow.com](http://www.antibesyachtshow.com)



photo/design: kingdesign.fr/antibes.com yacht: new beginning e/s bluewater

brokerage • charter • refit • crew





**Boat of the Month**  
The new build Project Panorama, **p142**



**New to market**  
The latest signings, **p144**



**Yacht sales**  
A round-up of vessels sold this month, **p146**



**Price updates**  
The latest price movements, **p148**



**Marketplace**  
Our selection of yachts seriously for sale, **p150**

## Market Analysis

# Is it time to explore?

One of the most encouraging features of recent difficult economic times has been the strong showing of tough, voyaging, fuel-efficient boats

'I'm not sure if it's because we are known for selling explorer yachts so we get more questions on them, but we have seen quite an increase in demand for explorer boats,' said Hein Velema, CEO of Fraser Yachts, when we spoke to him for our 2012 round-up (last issue).

The most interesting dichotomy to emerge from the market in recent months is that between the sales of fast boats and explorer yachts. While racers were proving hard to sell, explorer yachts have dropped relatively little in price and are still being built – although theirs will always be a niche market.

So what has made these tough boats as resistant to the turbulent market as they are to rough seas? To understand their appeal, we might begin by defining them. 'I coined the term explorer yacht about 23 years ago in the first advert for Inace yachts,' says John DeCaro, explorer yacht specialist, president of All Ocean Yachts and dealer for Brazilian builder Inace.

'The boats were generationally improved from commercial offshore vessels to begin with – we used one as the basis for the first of the Inace explorer yachts.'

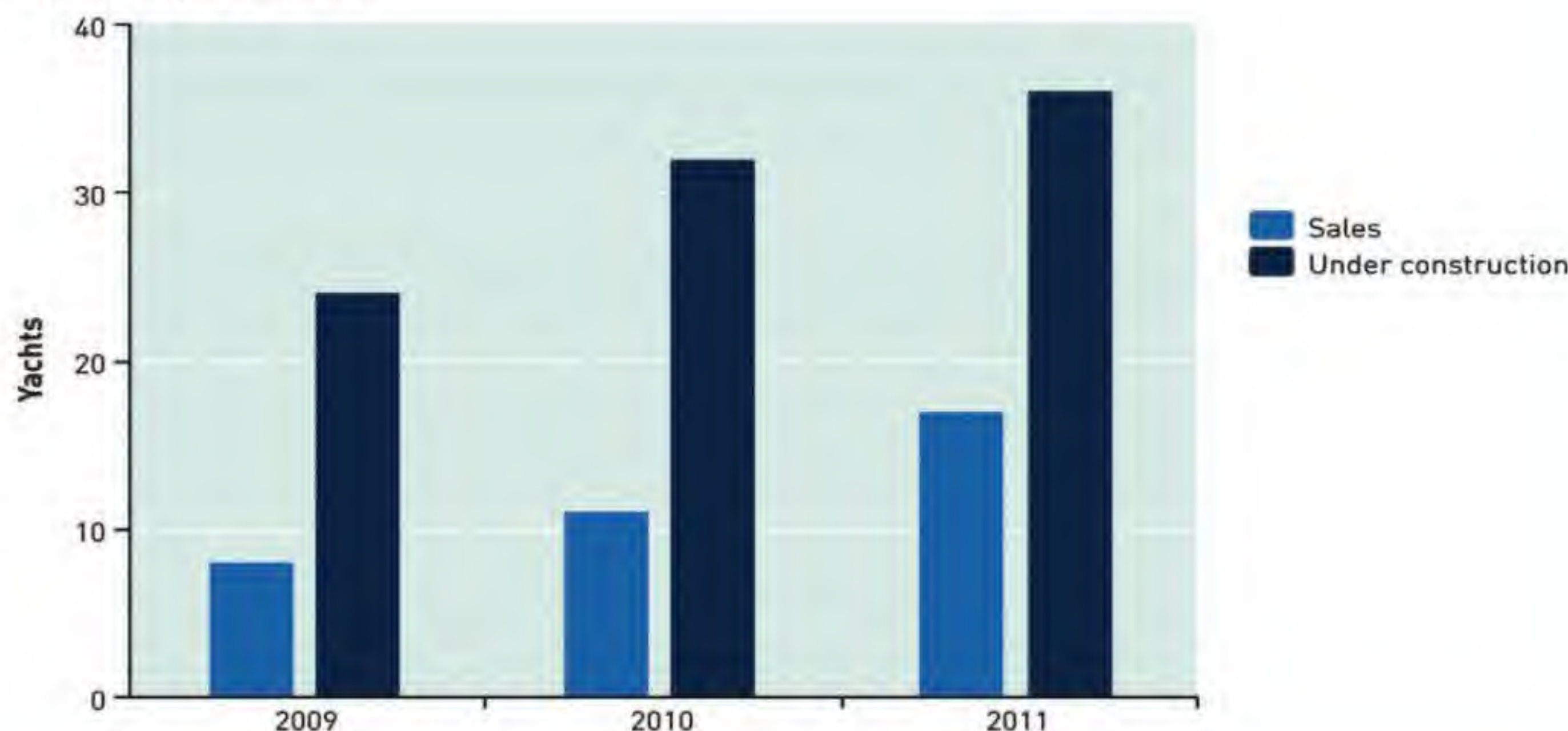
DNA from tugs and trawlers has shaped explorers' definition as tough boats with the ability to travel long distances.

'The idea behind an explorer yacht is that it's an all-round ocean going vessel. The systems should be heavy duty and rugged, the hull rugged and the boat be easy to maintain,' says DeCaro. 'With Inace we started out with a style that was close to a commercial vessel, and today we have a much more styled, refined vessel that looks like a yacht, but still hopefully retains its heritage in terms of commercial engineering and abilities.'

Improved aesthetics are not the only aspect of explorer yachts to make them more attractive. Improvements in boat building have been particularly valuable for these highly technical yachts, as Giancarlo Ragnetti, CEO of Perini Navi, has found in the yard's Picchiotti Vitruvius explorer series, which comprises *Galileo G* and *Exuma*. The third in the series, a 73 metre, is due in 2013.

'The possibility to build long-range, efficient but still comfortable yachts is more and more appealing,' Ragnetti says. 'The technical improvements both in terms of design and apparel help us build more and more reliable boats.'

## Explorer yacht sales





'The idea of combining the efficiency of a sailing yacht hull-form with the practical appeal of an explorer – married to an aesthetic motor yacht profile – led us to pursuing a niche in the motor yacht market, with Philippe Briand's innovative design.'

Improvements in technology in general have also made explorers more convenient yachts to use, as DeCaro explains.

'Advances in satellite communications and electronics mean you can be away from the office for a long period,' he says.

'Downloading and communications used to be unreliable and very expensive on a yacht. Now costs have dropped, so someone could be in their explorer yacht and operate their business.'

Explorers have also benefitted from the vagaries of taste and fashion. Some people have always liked the masculine, utilitarian lines of a traditional explorer. But in recent years this has developed from an eccentricity into a mainstream taste.

'When I did the first explorer yachts, people looked at me and laughed: "You think people are going to want to pull into the yacht club with that?" Now it's the hot boat at the yacht club.'

This fashion has had an interesting side-effect. Whereas designers and yards spent years making explorers look more like stylish cruisers – for example the 41 metre Yacht Explorer DeCaro developed with Inace – some are now making cruisers that look like traditional explorers.

'I see boats for sale now that say "expedition yacht", "explorer yacht",' says DeCaro. 'But you look at specs for a 110-foot (33.5 metre) boat and it's got a 1,200 mile range. It should be a 6,000 mile range. It's got no refrigerators, no freezers, no storage. It's a day cruiser, with reverse windows and a name tag on it.'

These emulations are surely proof of the explorer's desirability, but the global economic crisis called all bets off.

'They've definitely weathered the storm well. Second-hand prices dropped much less and a lot really haven't changed noticeably in price. There were few explorer yachts on the market in general when the financial crisis started, and a lot came off the market because of the financial crisis,' says DeCaro.

'Recently an Inace Explorer sold for a substantial amount more than her build cost, something you are not seeing in big white yachts.'

This popularity despite an icy economic climate – both in sales and new builds – is partly due to the tenacity of explorer clients, as Dutch builder Moonen found. It is building a 30 metre explorer.

'We do these boats for passionate clients. Because of the crisis, a lot of the quick money has gone, but these are real yachters,' says Robert Drontmann, Moonen sales manager.

DeCaro agrees: 'People who build explorer yachts don't do it on a whim. They have a mission profile.'

'When the financial crisis hit, it was the perfect storm [for explorers],' says DeCaro. 'People started caring about costs and the Med was busy. An explorer yacht has low operating costs, higher volume, easier upkeep and you go places other boats can't.'

But can explorers offer a profitable new line to ailing yards?

'We in Holland have an advantage in building at a higher level,' says Drontmann. 'It will be difficult for other countries to achieve that. But you see shipyards who were building fast boats [before], coming on the market with more fuel efficient ships.'

Ragnetti too believes explorer popularity is likely to have an indirect influence on the industry as a whole: 'It may have a "pushing boundaries" effect in design and technical requirements, but the number of explorer superyachts out of the general figures, does not look like being so consistent. It is still a niche.'

But the most interesting questions about the explorer's future may be to do with where they will be, rather than how many.

Import taxes and a young market mean Brazilians with big boats often keep them elsewhere. But DeCaro is overseeing four explorer builds in Brazil and has delivered a 24 metre to be kept there.

'Long range yachts are very relevant because there are limited facilities in Brazil, so yachts spend more time away from dock. And there's a huge coastline to explore. The idea of the explorer yacht out here is really growing quite rapidly,' says DeCaro.

It looks as if the explorer might just be tough enough to crack that notoriously hard nut – Brazil.

## BOAT OF THE MONTH

### Project Panorama

#### Successful sale for the ISA new build

Fernando Nicholson at **Camper & Nicholsons** closed on the sale of a new construction project at the ISA yard in Italy: the 54.5 metre Project Panorama. Exterior design is by Horacio Bozzo, while Studio Massari has been commissioned for the interior.

Accommodation is for 10 guests in five suites. Twin Caterpillar 3512C engines will deliver a cruising speed of 14 knots. Scheduled for delivery in June 2014, Project Panorama was asking €36 million. However, in case you're thinking that deals like this herald a new dawn for the industry, Nicholson cautions that it took over two years to bring this one to a conclusion.



**CONTACT**

Camper & Nicholsons International

Fernando Nicholson

tel: +1 305 776 3096 email: fpn@mia.cnyachts.com web: camperandnicholsons.com





# HUNTING FOR THE REAL DEAL



Celebrating 40 years of securing  
THE BEST DEALS FOR YOU

YPI Brokerage +377 99 99 97 97  
YPI Charter +33 (0)4 93 34 01 00  
YPI Crew +33 (0)4 92 90 46 10  
YPI Management +377 99 99 97 97

[www.ypigroup.com](http://www.ypigroup.com)



**YACHTING  
PARTNERS  
INTERNATIONAL**





## NEW TO THE MARKET .....

January  
in numbersTotal  
new yachts  
on market

27

Total length  
1,225  
metres

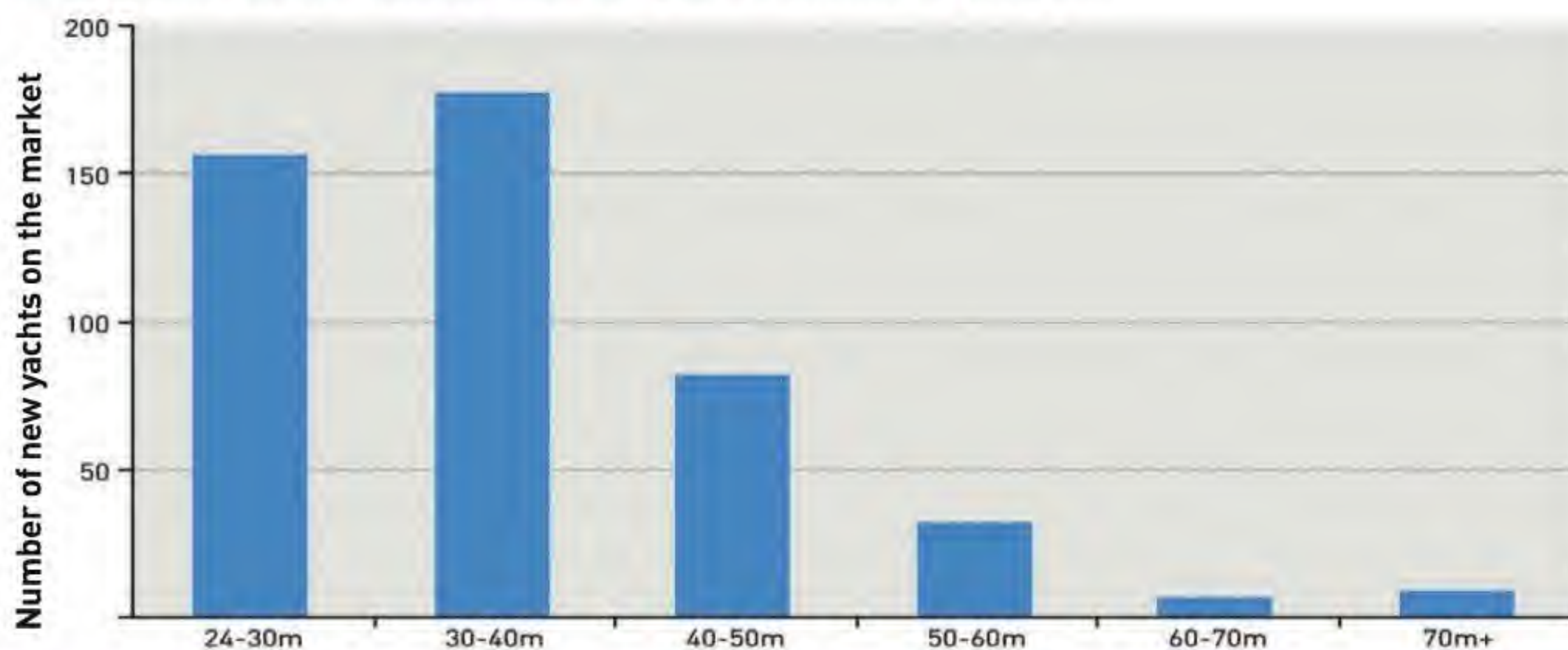
Average length

45.4  
metresAverage asking  
price€10.6  
million

name	asking price	yard	type	loa (m)	broker
<b>50m+</b>					
Rossinavi 75	€69.5m	Rossinavi	M	47.5	Ocean Independence
Vicky	€35m	Baglietto	M	59.4	Ocean Independence
<b>40-50m</b>					
Inevitable	\$27.5m	Feadship	M	49.8	Burgess
Noa VII	€19.5m	Feadship	M	48.2	Fraser Yachts
Olah	€16m	ISA	M	47.5	Ocean Independence
Andiamo	€19.5m	Feadship	M	42.56	Fraser Yachts
<b>30-40m</b>					
Ineke IV	€3.25m	Lloyds Ships	M	39.6	Van der Vliet
Phaedra	\$7.495m	Delta Marine	M	37	RJC Yachts
Doubleshot	\$8.2m	Tecnomar	M	36.5	Fraser Yachts
Lady J	\$6.2m	Overmarine	M	33.4	Neo Yachting
Class 1	\$6.2m	NorthStar	M	30.4	Denison Yacht Sales

For the complete listings go to [www.boatinternational.com/stats](http://www.boatinternational.com/stats)

## New yachts on the market over the past 12 months by length



## SPOTLIGHT: new to the market



Rossinavi 75

The largest offering to the market this month is the 75m new project 75 offered by Rossinavi through central agent Axel Douque at **Ocean Independence** and asking €69.5 million.



Andiamo

The 42.56m Feadship expedition yacht *Andiamo* is now offered for sale by Dennis Frederiksen at **Fraser Yachts** asking €19.5 million.



Phaedra

Built by the premier US yard Delta Marine in 1997, the 37m motor yacht *Phaedra* has now come back on the market with Bob Cury at **RJC Yachts** asking \$7.495 million.



Inevitable

The 49.8m Feadship *Inevitable* is now for sale by **Burgess** for the first time since her 18-month-long rebuild at De Vries in 2008/2009, and is asking \$27.5 million.



Vicky

At 59.4m, *Vicky* is the largest motor yacht ever built by Baglietto. Delivered in 2009, she is now for sale with Marco Vandoni at **Ocean Independence** asking €35 million.





YACHT MANAGEMENT  
NEW CONSTRUCTION  
SALE & PURCHASE  
CHARTER

**ARKLEY**  
450 000 EUR

LENGTH 60m  
SHIPYARD Lürssen  
YEAR 2009  
SPEED 16 knots  
CABINS 6  
GUESTS 12  
CREW 15

Central agent



**BEL ABRI**  
275 000 EUR

LENGTH 52m  
SHIPYARD Amels  
YEAR 2010  
SPEED 16 knots  
CABINS 5  
GUESTS 11  
CREW 12

Central agent



**MANIFIQ**  
140 000 EUR

LENGTH 41m  
SHIPYARD Mondo Marine  
YEAR 2011  
SPEED 19 knots  
CABINS 5  
GUESTS 10  
CREW 7

Central agent



**iMPERIAL**



Ermanno Palace 27 Boulevard Albert 1er, Monaco  
www.imperial-yachts.com - charter@imperial-yachts.com

MONACO +377 97 98 38 80  
MOSCOW +7 964 576 80 85



## YACHT SALES OVER 24M.....

January  
in numbersTotal yachts  
sold

13

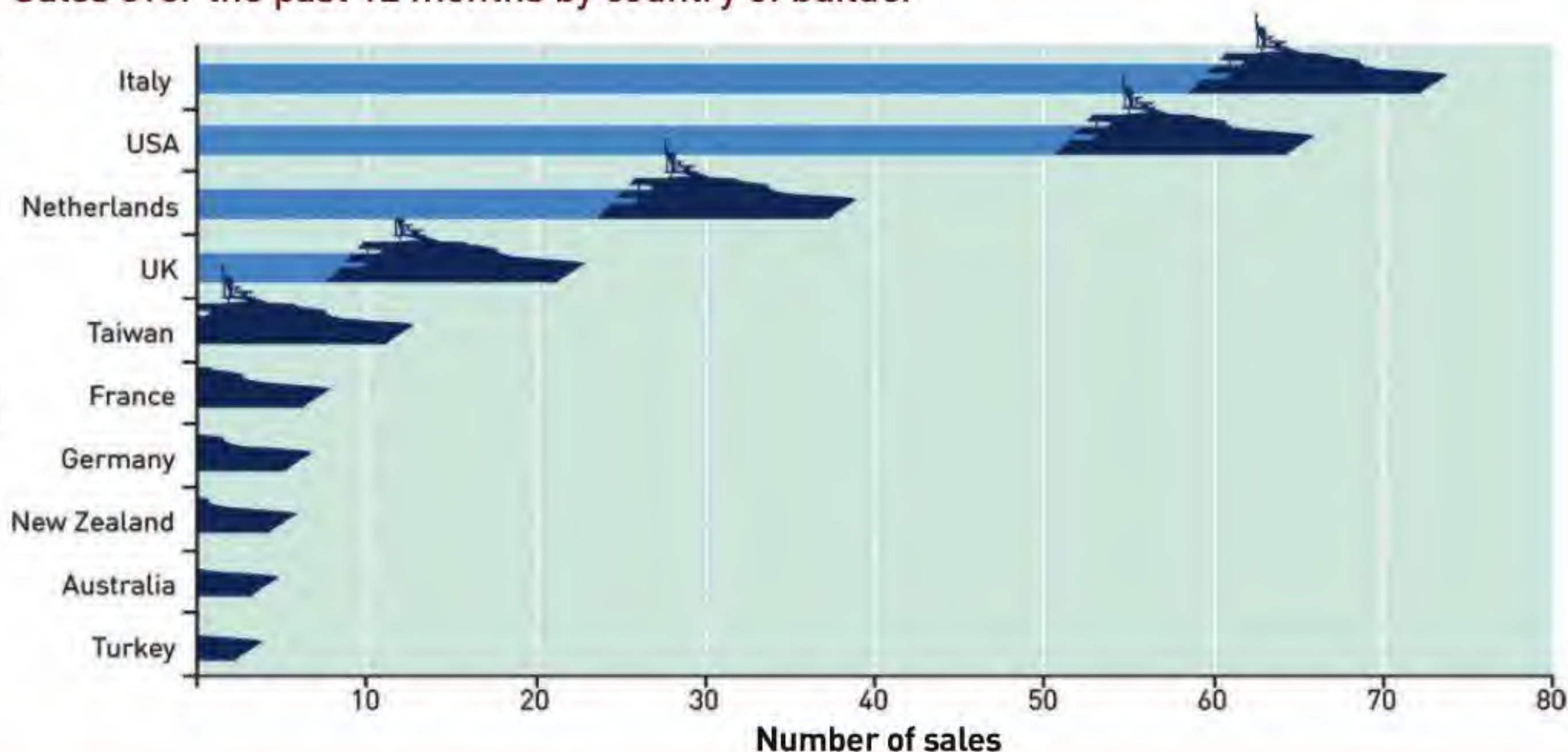
Average length

36.16  
metresBiggest sale  
(Project Stimulus)65.5  
metres

name	asking price	yard	type	loa (m)	buyer's broker	seller's broker
<b>50m+</b>						
Project Stimulus	\$57.5m	Palmer Johnson	M	65.5	Moran Yacht & Ship	Direct sale
Project Panorama	€36m	ISA	M	54.5	Camper & Nicholsons	Direct sale
<b>40-50m</b>						
Northern Light	€26m	Feadship	M	46	Burgess	Yachting Partners
Rob Roy	\$12.95m	Horizon	M	41.1	Denison Yacht Sales	Withheld
<b>30-40m</b>						
Charly Coppers	€6.5m	Overmarine	M	39.65	Champion Marine	Fraser Yachts
Calaf	Withheld	Heesen	M	37.79	Yachting Partners	Yachting Partners
Tenacity	\$9.95m	Burger	M	35.39	Burger Yacht Sales	Burger Yacht Sales
Georgia	\$8.995m	Westport	M	34.1	Westport	Northrop & Johnson
Momentum	€2.95m	Leight Notika	M	32.6	Thierry Voisin	Oceanstyle
<b>24-30m</b>						
Sea Bella	\$2.895m	Cheoy Lee	M	25.9	Atlantic Yacht & Ship	Fraser Yachts

For the complete listings go to [www.boatinternational.com/stats](http://www.boatinternational.com/stats)

## Sales over the past 12 months by country of builder



## SPOTLIGHT: sales over 24m



Project Stimulus

The largest boat sold was the 65.5m motor yacht Project Stimulus, currently in build at the Palmer Johnson yard and sold by **Moran Yacht & Ship** at an asking price of \$57.5 million.



Northern Light

**Burgess** represented the buyer and **Yachting Partners** the seller in the sale of Feadship's 46m motor yacht Northern Light, built in 2001.



Charly Coppers

After spending a while on the market, the 39.65m Overmarine motor yacht Charly Coppers was sold by **Fraser Yachts** with **Champion Marine** introducing the buyer.



Momentum

**Thierry Voisin** finally closed the sale of Leight Notika's 32.6m Momentum a remarkable 14 months after signing the original memorandum of agreement, with **Oceanstyle** acting for the seller.



Rob Roy

**Denison Yacht Sales** sold its central listing, the 41.1m Horizon yacht Rob Roy, asking \$12.95 million, with the broker representing the buyer surprisingly wishing to remain anonymous.



## DAKOTA (ex MONEIKOS) CODECASA 49.90mt

Excellent example of top quality Italian shipbuilding, built by Codecasa in 2000 with steel hull and aluminum superstructure, DAKOTA has luxury, style and timeless elegance: the perfect combination for a yacht of this size and range offered for sale at a very attractive price.

Full-beam owner's suite on main deck – 5 guest cabins – Spacious and comfortable sun deck - Excellent condition – Competitive price – VAT paid / **Asking price € 11,400,000**



bisadv.com

## MARGHERITA CASTAGNOLA 33mt

Built in 2009 by Cantieri Navali Tigullio with steel hull and aluminium superstructure, brand new displacement motor yacht (only 130 engine hours), underway and zero-speed stabilizers, R.I.N.A Charter Class are only some of the key features which make MARGHERITA one of the best value-for-money yachts on the market.

2009 - Cantieri Navali Tigullio - 108'/33mt - Accommodation for 10 in 5 cabins plus crew - 2 X MAN 1100 Hp / **Asking price € 5,800,000**





# PRICE UPDATES

January  
in numbers

Total number  
of yachts

68

Total reduction  
**€92.53**  
million

Average  
reduction

**€1.34**  
million

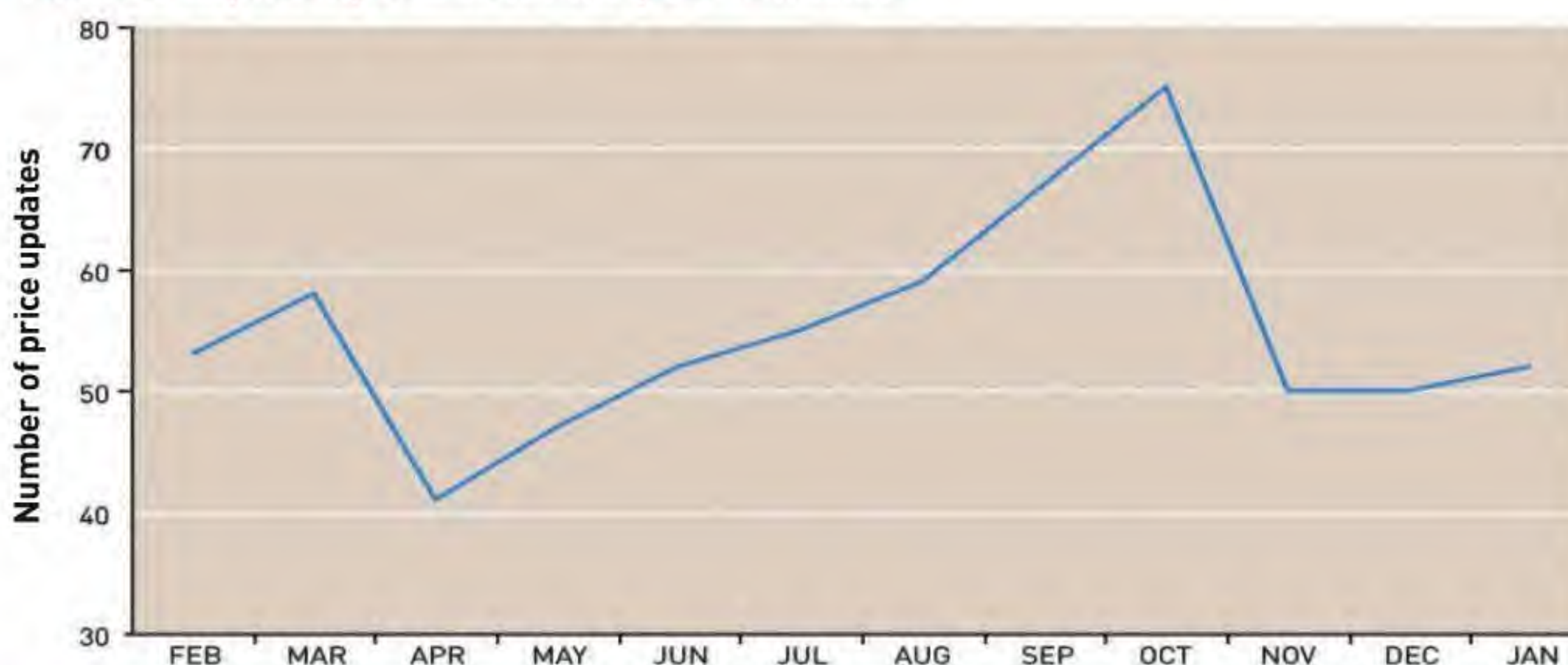
Largest single  
reduction (*RoMa*)

**€9**  
million

name	loa (m)	reduction	new price	yard	type	broker
<b>50m+</b>						
Reverie	70	\$10m	\$65m	Benetti	M	Ocean Independence
RoMa	61.8	€9m	€39.9m	VSY	M	Merle Wood/Edmiston
Titan	60	€5m	€21.9m	Brooke Marine	M	Ocean Independence
Mi Sueno	57.9	\$5.9m	\$48.9m	Trinity	M	International Yacht Collection
Lady Christine	55.6	€6.95m	€19.95m	Oceanco	M	Burgess
<b>40-50m</b>						
Pestifer	49.8	\$2m	\$10m	CRN	M	Y.CO
Blind Date	49.07	\$2m	\$25.9m	Trinity	M	Merle Wood Et Associates
Mr Terrible	46.94	\$1.6m	\$29.9m	Delta Marine	M	Northrop & Johnson
Hetairos	42.85	€3.9m	€9.9m	Abeking & Rasmussen	S	Edmiston/Camper & Nicholson
Big City	42.7	\$3m	\$18.9m	Trinity	M	Denison & Daves
RC	41.4	€2.8m	€9.7m	Baglietto	M	Fraser Yachts
<b>30-40m</b>						
Loretta Anne IV	39.93	\$4m	\$17.9m	Alloy Yachts	M	Fraser Yachts

For the complete listings go to [www.boatinternational.com/stats](http://www.boatinternational.com/stats)

Number of price updates over the past 12 months



## SPOTLIGHT: price updates



*Hetairos*

**REDUCED BY €3.9m  
NOW €9.9m**

The only sailing yacht on the list this month is the classic 42.85m Abeking & Rasmussen *Hetairos* which saw a €3.9 million drop to €9.9 million at **Edmiston** and **Ocean Independence**.



*RoMa*

**REDUCED BY €9m  
NOW €39.9m**

The largest price reduction was on the 61m motor yacht *RoMa* which saw an eye-watering €9 million fall to €39.9 million at **Edmiston** and **Merle Wood & Associates**.



*Reverie*

**REDUCED BY \$10m  
NOW \$65m**

Now on the market for over a year, the 70m Benetti motor yacht is down by \$10 million to \$65 million with brokers Michael White and Peter Thompson at **Ocean Independence**.



*Lady Christine*

**REDUCED BY €6.95m  
NOW €19.95m**

Built by Oceanco in 2001 and refitted in 2007, the 55.6m motor yacht saw a change in central agency to **Burgess** and a €6.95 million price cut to €19.95 million.



*Mi Sueno*

**REDUCED BY \$5.9m  
NOW \$48.9m**

Delivered by Trinity in June 2010 and seriously for sale since then by **International Yacht Collection**, the price of the 57.9m *Mi Sueno* is now down by \$5.9 million to \$48.9 million.





# SUPERYACHTSMONACO

Sales • Charter • Project Consultant • Management  
[www.superyachtsmonaco.com](http://www.superyachtsmonaco.com)



## CHARTER “LUNA”

**114 Meters – Lloyds Werft – 2010**

Exclusive Charter of Genuine SuperYachts

Charter enquiries to: [contact@superyachtsmonaco.com](mailto:contact@superyachtsmonaco.com)



## MARKETPLACE

**FOCUS ON CLASSIC FEADSHIPS** As superyachts evolved, Feadship has been a constant presence, building vessels of high quality with great attention to detail

The Feadship name has long been synonymous with quality, excellence and meticulous attention to detail. To own a new Feadship yacht may be a badge of prestige, but to own a classic Feadship is to have a piece of superyacht history. Feadship introduced itself to America at the New York Boat Show in 1951 with just three small boats. Americans were amazed by the quality and finish, and the fact that they were made of steel (almost unheard of in America then). Almost uniquely, Feadship offered yachts completely custom designed and built for their owners. As the concept of a superyacht evolved through the 1970s, Feadship also took on board a new challenge in the form of the professional interior designer. If the story of Feadship is one of striving for perfection, then it is also one of inspiring loyalty and devotion among its owners. As Jim Moran, owner of seven Feadships, says: 'There is nobody – and I mean nobody – who can build a boat with the quality of Feadship.'

\$2,150,000



**Intrepid (ex-Prosit)**  
31.09M | 1969

*Prosit* was originally commissioned in 1965, but it took almost two years to nail down the contract, because of the owner's specific demands resulting in frequent changes to the specifications. The party on the occasion of her launch has gone down in the annals of Feadship history. Broker: **Northrop & Johnson**

\$15,500,000



**Never Enough (ex-Gallant Lady IV)**  
42.67M | 1992

*Never Enough* left the Feadship yard as *Gallant Lady IV*, and was a much larger displacement vessel than Jim Moran's previous yachts. Its technology included concealed tenders – which Moran felt spoilt the lines of the yacht – retrieved from special hatches by raising the deck at the push of a button. Broker: **Camper & Nicholsons International**

\$7,900,000



**The Highlander**  
46M | 1986

Ordered by the Forbes family for corporate use, *The Highlander's* lines, superstructure and her semi-cruising stern were created by Jon Bannenberg. Her unique green colour represented the ultimate customisation with the implicit declaration that this was a Forbes yacht as much as a Feadship. Broker: **Bradford Marine Yacht Sales**

\$8,900,000



**Lionwind (ex-Azteca)**  
47M | 1983

A trendsetting yacht in its design – this was Jon Bannenberg's *Azteca* – *Lionwind* was built by de Vries in 1983. *Azteca* and sistership *Paraíso* broke the mould of yacht design with their dramatically different design, unorthodox layouts and innovations such as observation watchtowers. Broker: **Camper & Nicholsons International**

## SPOTLIGHT: seriously for sale



Galilee

\$2,595,000

*Galilee* is a Westport 106 semi-displacement motor yacht, featuring a fishing cockpit. She accommodates 10 in a master, two doubles and two twins. The price has just been reduced by her serious seller. The broker is **International Yacht Collection**



Christine of London

€2,495,000

A mint-condition yacht, *Christine of London* was built and designed for extreme comfort with optimal use of interior space by Zuccon International Project. 'Her commissioning owner is very ready to do a deal,' says Jim Acher at **Ocean Independence**.



Warren S87

€2,780,000

Although she was built in 2009, this fast motor yacht has never been owned and is pristine. Her engines pack a punch, with a top speed of 34 knots. David Johnson at **Denison Yacht Sales** is the broker.



Blue Titan

€675,000

*Blue Titan* is a powerful sailing yacht with world cruising capabilities. She has a strengthened ice-breaker hull and a shallow draught that gives her access to wide range of harbours and anchorages. The broker is **Northrop & Johnson**.



Crescent 144

\$18,900,000

**Fraser Yachts** says the Canadian courts are looking for a prompt sale of this 43.9m motor yacht under construction in Vancouver. She is being built in composite, and accommodation is for 10 guests in five generous cabins, plus up to nine crew.



# Leading the way since 1782

Camper &  
Nicholsons  
International  
YACHTING SINCE 1782



**CAMPER & NICHOLSONS'  
BROKERAGE & NEW CONSTRUCTION**  
provides the greatest wealth  
of knowledge and experience

**[www.camperandnicholsons.com](http://www.camperandnicholsons.com)**

SALE & PURCHASE | NEW CONSTRUCTION | CHARTER MARKETING | YACHT CHARTER | YACHT MANAGEMENT | CREW PLACEMENT

C&N marks are registered trademarks used under licence by CNI. Photos: All rights reserved



# www.camperandn

**WORLDWIDE OFFICES:** MONACO | ANTIBES | GENEVA | LONDON | MIAMI | FORT LAUDERDALE | PALM BEACH | NEW YORK | NEWPORT | PALMA DE MALLORCA

\*Not for sale or charter to US residents while in US waters

C&N marks are registered trademarks used under licence by CNI. Photos: All rights reserved

**HANA** 43m/139'9, CRN, 2008, Asking price: €14,950,000 - Available for Charter  
SIMON GOLDSWORTHY ☎ +44 (0)20 7009 1950 ✉ [sgoldsworthy@camperandnicholsons.com](mailto:sgoldsworthy@camperandnicholsons.com)

With a range of nearly 5000 nautical miles, this 43 metre yacht allows the Owner to criss-cross the Mediterranean this summer without refuelling. Apple TV, home cinema, Owner's private terrace, Jacuzzi, gym, sauna, beach area, the list of luxuries and facilities available to her guests is endless. Launched in 2008 by the CRN shipyard in Italy, and beautifully maintained by her Owner who now wishes to move up to a larger yacht, Hana is very keenly for sale and the Owner is inviting offers. Inspection is highly recommended.





# icholsons.com

SALE & PURCHASE | NEW CONSTRUCTION | YACHT CHARTER | CHARTER MARKETING | YACHT MANAGEMENT | CREW PLACEMENT

Camper &  
Nicholsons  
International  
YACHTING SINCE 1782

## NEW CENTRAL AGENCY - MAJOR PRICE REDUCTION

**THE SNAPPER** 37m/121'4, Sunseeker, 2007. Asking price: £6,700,000 - Available for Charter  
ALEX LEES-BUCKLEY ☎ +377 97 97 77 00 ✉ aleesbuckley@camperandnicholsons.com  
GASTON LEES-BUCKLEY ☎ +33 (0)4 92 912 912 ✉ gleesbuckley@camperandnicholsons.com



Conceived, planned and built in close collaboration with the builders and one of the most prominent names in the high tech world of Formula One; her success and present condition is testament to the no compromise policy applied throughout. Lying in the south of France and constantly maintained without budget by a full time highly experienced crew she is available for inspection at short notice.





# www.camperandn

**WORLDWIDE OFFICES:** MONACO | ANTIBES | GENEVA | LONDON | MIAMI | FORT LAUDERDALE | PALM BEACH | NEW YORK | NEWPORT | PALMA DE MALLORCA

\*Not for sale or charter to US residents while in US waters

C&N marks are registered trademarks used under licence by CNI. Photos: All rights reserved

## NEW CO-CENTRAL AGENCY

**MISTRAL 55** 35.4m/116'2, Pershing, 2005/2011, Price on Application

JEAN-MARIE RECAMIER ☎ +33 (0)4 92 912 912 ✉ [jmrecamier@camperandnicholsons.com](mailto:jmrecamier@camperandnicholsons.com)



With twin 3700 HP MTU engines and a Codag Gas Turbine, "Mistral 55" can reach speed in excess of 50 Knots. Her high-tech interior design with latest entertainment system could accommodate up to 9 guests in 4 cabins.

Joint CA with MZ Yachts Moscow.





# icholsons.com

SALE & PURCHASE | NEW CONSTRUCTION | YACHT CHARTER | CHARTER MARKETING | YACHT MANAGEMENT | CREW PLACEMENT

Camper &  
Nicholsons  
International  
YACHTING SINCE 1782



**ICON** 62.5m/203'4", Icon Yachts, 2010. Asking price: €49,500,000  
JEAN-MARIE RECAMIER ☎ +33 (0)4 92 912 912 ✉ [jmrecamier@camperandnicholsons.com](mailto:jmrecamier@camperandnicholsons.com)



**TJ ESPERANZA** 50m/164', Amels, 1999/2010. Asking price: US\$ 28,500,000 - Available for Charter  
JEAN-MARIE RECAMIER ☎ +33 (0)4 92 912 912 ✉ [jmrecamier@camperandnicholsons.com](mailto:jmrecamier@camperandnicholsons.com)



**LADY DAHLIA** 47.5m/155'1", ISA, 2005. Asking price: €14,500,000  
JEREMY COMPORT ☎ +33 (0)4 92 912 912 ✉ [jcomport@camperandnicholsons.com](mailto:jcomport@camperandnicholsons.com)



# www.camperandn

WORLDWIDE OFFICES: MONACO | ANTIBES | GENEVA | LONDON | MIAMI | FORT LAUDERDALE | PALM BEACH | NEW YORK | NEWPORT | PALMA DE MALLORCA

*\*Not for sale or charter to US residents while in US waters*

*C&N marks are registered trademarks used under licence by CNI. Photos: All rights reserved*

**WIDER** 45.1m/147', Wider, 2014, Asking price: €21,900,000  
DAVID SEAL ☎ +377 97 97 77 00 ✉ dseal@camperandnicholsons.com



**LIBRA STAR** 43.6m/145', Benetti, 2008, Price on Application  
ALEX LEES-BUCKLEY ☎ +377 97 97 77 00 ✉ aleesbuckley@camperandnicholsons.com  
GASTON LEES-BUCKLEY ☎ +33 (0)4 92 912 912 ✉ gleebsbuckley@camperandnicholsons.com





# icholsons.com

SALE & PURCHASE | NEW CONSTRUCTION | YACHT CHARTER | CHARTER MARKETING | YACHT MANAGEMENT | CREW PLACEMENT

Camper &  
Nicholsons  
International  
YACHTING SINCE 1782

## NEW CENTRAL AGENCY

**FORTY LOVE** 42.06m/137'1", Westport, 2003, Asking price: US\$15,500,000  
BOB O'BRIEN ☎ +1 561 655 2121 ✉ bobrien@camperandnicholsons.com



**ANDIAMO** 36.6m/120', Benetti, 2007\*, Asking price: €8,800,000  
FERNANDO NICHOLSON ☎ +1 305 604 9191 ✉ fnicholson@camperandnicholsons.com



## NEW CENTRAL AGENCY

**FOREVER ONE** 39.65m/130'1", Overmarine, 2007, Asking price: €12,450,000  
FERNANDO NICHOLSON ☎ +1 305 604 9191 ✉ fnicholson@camperandnicholsons.com





# www.camperandn

**WORLDWIDE OFFICES:** MONACO | ANTIBES | GENEVA | LONDON | MIAMI | FORT LAUDERDALE | PALM BEACH | NEW YORK | NEWPORT | PALMA DE MALLORCA

\*Not for sale or charter to US residents while in US waters

C&N marks are registered trademarks used under licence by CNI. Photos: All rights reserved



## NEW CENTRAL AGENCY

**NEGARA** 31.4m/103', Overmarine, 2004, Asking price: €4,200,000

RYTIS BABRAVICIUS ☎ +377 97 97 77 00 ✉ rbabravicius@camperandnicholsons.com



## NEW CENTRAL AGENCY

**NONI** 29.8m/97'9", Azimut, 1999/2009, Asking price: €2,000,000

RYTIS BABRAVICIUS ☎ +377 97 97 77 00 ✉ rbabravicius@camperandnicholsons.com

**FAMILY DAY** 41m/134'6", Codecasa, 2007, Asking price: €9,975,000

RICHARD HIGGINS ☎ +33 (0)4 92 912 912 ✉ rhiggins@camperandnicholsons.com

TIM LANGMEAD ☎ +44 (0)20 7009 1950 ✉ tlangmead@camperandnicholsons.com



**CENTIUM** 32.6m/107'5", Astilleros M.Cies, 2006, Asking price: €9,900,000

JONATHAN SYRETT ☎ +34 971 40 33 11 ✉ jsyrett@camperandnicholsons.com





# icholsons.com

SALE & PURCHASE | NEW CONSTRUCTION | YACHT CHARTER | CHARTER MARKETING | YACHT MANAGEMENT | CREW PLACEMENT

Camper &  
Nicholsons  
International  
YACHTING SINCE 1782

**OSPREY** 34.8m/114', Hugh McLean & Sons, 1953/2010, Asking price: €1,900,000  
MICHAEL PAYNE ☎ +377 97 97 77 00 ✉ mpayne@camperandnicholsons.com



**JIVA** 33.9m/111', Sunseeker, 2008, Asking price: €6,950,000  
JORDAN WAUGH ☎ +377 97 97 77 00 ✉ jwaugh@camperandnicholsons.com



**PERLA NERO** 33.2m/108', Cyrus Yachts, 2007, Asking price: €4,900,000  
RYTIS BABRAVICIUS ☎ +377 97 97 77 00 ✉ rbabravicius@camperandnicholsons.com



**CASSIOPEIA** 32m/104'9", Holland Jachtbouw, 2004, Asking price: €4,950,000  
ARNE PLOCH ☎ +34 971 40 33 11 ✉ aploch@camperandnicholsons.com



**MACA** 28.3m/92'1", Benetti Sail Division, 2008, Asking price: €3,950,000  
STEEN CHRISTENSEN ☎ +34 971 40 33 11 ✉ schristensen@camperandnicholsons.com  
MICHAEL PAYNE ☎ +377 97 97 77 00 ✉ mpayne@camperandnicholsons.com



**MM** 28m/90', Pershing, 2008, Asking price: €4,400,000  
MICHAEL PAYNE ☎ +377 97 97 77 00 ✉ mpayne@camperandnicholsons.com





# www.camperandn

WORLDWIDE OFFICES: MONACO | ANTIBES | GENEVA | LONDON | MIAMI | FORT LAUDERDALE | PALM BEACH | NEW YORK | NEWPORT | PALMA DE MALLORCA

\*Not for sale or charter to US residents while in US waters

C&N marks are registered trademarks used under licence by CNI. Photos: All rights reserved

**ALHENA** 27.38m/89'8", Astondoci, 1994/2007, Asking price: €1,100,000  
JONATHAN SYRETT ☎ +34 971 40 33 11 ✉ jsyrett@camperandnicholsons.com



**LA DOLCE VITA** 26m/85'3", Moonen, 1999, Asking price: €1,795,000  
MICHAEL PAYNE ☎ +377 97 97 77 00 ✉ mpayne@camperandnicholsons.com  
ARNE PLOCH ☎ +34 971 40 33 11 ✉ aploch@camperandnicholsons.com



**BAR-CO** 25.8m/87'4", Geta Corp, 1991, Asking price: €650,000  
ARNE PLOCH ☎ +34 971 40 33 11 ✉ aploch@camperandnicholsons.com  
JAAP HAVENGA ☎ +34 971 40 33 11 ✉ jhavgan@camperandnicholsons.com



**NEW CENTRAL AGENCY - BERTH FOR SALE**  
**CASCAIS M** 25.75m/84'5", Itelversil, 1998, Asking price: €595,000  
CHARLES EHRARDT ☎ +33 (0)4 92 912 912 ✉ cehhardt@camperandnicholsons.com



**NEW CENTRAL AGENCY - BERTH FOR SALE**  
**GHADA** 23.95m/78'6", Sanlorenzo, 1997, Asking price: €1,250,000  
CHARLES EHRARDT ☎ +33 (0)4 92 912 912 ✉ cehhardt@camperandnicholsons.com



**NETTY ELAINE** 22.6m/74', Aquastar Guernsey C.I., 2002, Asking price: €995,000  
RICHARD HIGGINS ☎ +33 (0)4 92 912 912 ✉ rhiggins@camperandnicholsons.com





# icholsons.com

SALE & PURCHASE | NEW CONSTRUCTION | YACHT CHARTER | CHARTER MARKETING | YACHT MANAGEMENT | CREW PLACEMENT

Camper &  
Nicholsons  
International  
YACHTING SINCE 1782


## NEW CENTRAL AGENCY - PRICE REDUCTION

**AIME SEA** 35.1m / 114'9" Alloy Yachts, 1994/2011, Asking price: €5,500,000  
SIMON GOLDSWORTHY ☎ +44 (0)20 7009 1950 ✉ [sgoldsworthy@camperandnicholsons.com](mailto:sgoldsworthy@camperandnicholsons.com)


Aime Sea is without question the best yacht in her class currently for sale. With many systems entirely renewed she represents fantastic value for money and her design strikes the perfect balance between strong performance and superyacht comfort. A practical layout for family or charter cruising and rock solid resale value from her Dubois/Alloy Yachts pedigree completes a package that should guarantee a future Owner's enjoyment.





A large white sailboat with a dark hull, sailing on the ocean. The sails are fully deployed. A small flag is visible at the stern.

**SELENE** 56m/184', Perini Nowi, 2007, Asking price: €25,000,000 - Available for Charter  
ALEX LEES-BUCKLEY ☎ +377 97 97 77 00 ✉ aleesbuckley@camperandnicholsons.com

A dark-hulled sailboat with white sails, sailing on the ocean. The name 'WELLENREITER' is visible on the side of the hull. A red flag is at the stern.

**WELLENREITER** 46.1m/151'2", Jongert, 2003, Asking price: €12,500,000  
ALEX LEES-BUCKLEY ☎ +377 97 97 77 00 ✉ aleesbuckley@camperandnicholsons.com

A white sailboat with a dark hull, docked in a harbor. The boat has a large cabin and multiple masts. A red flag is at the stern.

**ROSIANTE OF NOTKA** 32.6m/106'1", Notka Yacht, 1998/2005, Asking price: €3,724,000  
BOB O'BRIEN ☎ +1 561 655 2421 ✉ bobrien@camperandnicholsons.com

**NEW CENTRAL AGENCY**





**DREAM ON**, Ursa Yachts, 2008

Asking: EUR 9,500,000

8 Guests Lying: East Mediterranean

Central Agents for Sale



**AFRICAN QUEEN**, Benetti Classic 120, 2009

Charter from: EUR 105,000 per week

11 Guests Lying: West Mediterranean

Central Agents for Charter



**SAMARA B**, Sunseeker 34m, 2011

Asking: GBP 7,695,000 (ex VAT)

10 Guests

Joint Central Agents for sale



**MATANTHAR**, Heesen 30m, 2000

Asking: EUR 4,245,000

8 Guests Lying: West Mediterranean

Central Agents for Sale



**BABY CARCHARIAS**, Pershing 88, 2004

Asking: EUR 1,500,000

8 Guests Lying: South Florida, USA

Central Agents for Sale



**SEL**, Dalla Pieta 72, 2008

Asking: EUR 1,950,000

7 Guests Lying: West Mediterranean

Central Agents for Sale

Founded by Burgess in 2005, OceanStyle is the world's leading expert  
in top of the range 20 - 45m semi-custom and performance luxury yachts

# OCEANSTYLE

OSYACHTING.COM

**LONDON** +44 20 7766 4299  
london@osyachting.com

**MONACO** +377 97 97 83 10  
monaco@osyachting.com

**MIAMI** +1 305 672 9400  
miami@osyachting.com

**ATHENS** +30 6932 408 285  
athens@osyachting.com

**PALMA** +34 672 070 005  
palma@osyachting.com

**MUMBAI** +91 22 6639 1900  
mumbai@osyachting.com

BROKERAGE

CHARTER

NEW CONSTRUCTION

YACHT MANAGEMENT



# Excellence III

One of the world's most admired superyachts is seriously for sale.

With the imminent delivery of a new yacht, the owner of EXCELLENCE III is now extremely motivated to conduct a transaction. All reasonable offers will be considered.

This highly-acclaimed, pedigree yacht is in turn key condition and is ready for immediate cruising.

Length overall 57.3m (188ft) • Built by Abeking & Rasmussen, Germany in 2001 •  
Design by Abeking & Rasmussen/Donald Starkey • Accommodation for up to 14 guests

Asking Price: US\$45,950,000

Joint Central Agents for Sale

Not for sale to US residents while in US waters



# BURG

For the best brokerage service & insight **Ask BURGESS**





# ESS

London	tel: +44 20 7766 4300
Monaco	tel: +377 97 97 81 21
New York	tel: +1 212 223 0410
Miami	tel: +1 305 672 0150
Santa Monica	tel: +1 310 392 7696
Palma	tel: +34 672 179 008
Athens	tel: +30 6932 408 285
Mumbai	tel: +91 2266 391900
Seattle	tel: +1 206 285 4561
Moscow	tel: +7 926 519 2078

[www.burgessyachts.com](http://www.burgessyachts.com) or email: [sales@burgessyachts.com](mailto:sales@burgessyachts.com)





# Aqualibrium

Created and designed for a seasoned yacht owner, AQUALIBRIUM was built to exacting standards with a keen attention to detail ensuring that she provides the ultimate in comfort and relaxation.

Length overall 40m (131.2ft) • Built by CRN Ancona SpA in 1994 (refit 2004) • Design by CRN Ancona SpA/Walter Francini • Accommodation for 10 guests

Asking Price

**US\$7,450,000**

Central Agents for Sale and Charter

Not for Sale or Charter to US residents whilst in US waters



# Nero

A unique and exciting purchase prospect: NERO is a thoroughly modern classic. The highest standards of luxury, modern technology and quality combine with the glamour and elegance of yachting's golden era on board the sensational NERO.

Length overall 90.1m (295.6ft) • Built by Corsair Yachts in 2008 • Accommodation for 12 guests

**Price on Application**

Joint Central Agents for Sale and  
Central Agents for Charter

# BURG

For the best brokerage service & insight **Ask BURGESS**



Exhibiting at the Hainan Rendezvous and the Singapore Yacht Show in April, HELIX is an exclusive, brand new Feadship that is ready for her first Owner. From the world renowned Royal Van Lent shipyard, this is a high volume, impeccably finished, pedigree yacht, offering the best in design, construction and engineering.

Length overall 44.7m (146.7ft) • Built by Feadship, Royal Van Lent, The Netherlands in 2011 • Design by De Voogt Naval Architects/ Sinot Design Associates • Accommodation for 10 guests

Asking Price

€33,500,000

Joint Central Agents for Sale

Helix



## Perseus

PERSEUS boasts a light and elegant interior with an excellent combination of indoor and outdoor dining and lounge areas. She also has a full beam master stateroom that converts to 2 double staterooms when required.

Length overall 49.8m (163.4ft) •  
Built by Perini Navi Spa, Italy in 2001 •  
Design by Perini Navi Spa •  
Accommodation for up to 10 guests

Asking Price

€14,900,000

Joint Central Agents for Sale



# ESS

London	tel: +44 20 7766 4300
Monaco	tel: +377 97 97 81 21
New York	tel: +1 212 223 0410
Miami	tel: +1 305 672 0150
Santa Monica	tel: +1 310 392 7696
Palma	tel: +34 672 179 008
Athens	tel: +30 6932 408 285
Mumbai	tel: +91 2266 391900
Seattle	tel: +1 206 285 4561
Moscow	tel: +7 926 519 2078

[www.burgessyachts.com](http://www.burgessyachts.com) or email: [sales@burgessyachts.com](mailto:sales@burgessyachts.com)



# Inevitable

Brand New Listing. For sale for the first time since her extensive 18 month rebuild at Feadship De Vries in 2008/09 INEVITABLE is a pedigree Feadship that is ready for immediate, turn key cruising.

Length overall 49.8m (164.4ft) • Built by Feadship De Vries in 1990 (rebuild 2008/09) • Design by Fritz de Voogt/ Patrick Knowles • Accommodation for 10 guests

Asking Price

US\$27,500,000

Central Agents for Sale

Not for Sale to US residents whilst in US waters



# Shandor

A true expedition yacht conceived and built for the serious yachtsman. The outstanding SHANDOR is a proven world cruiser and with vast deck spaces, generous and luxurious interiors and an excellent layout, she is the ideal vessel for exploring the globe in comfort and style.

Length overall 49.9m (163.9ft) • Built by Fr. Schweers, Germany in 1986 (refit 2008) • Design by Design by Gilgenast/John Munford • Accommodation for up to 12 guests

Asking Price

€6,975,000 (VAT paid)

Central Agents for Sale



# BURGG

For the best brokerage service & insight **Ask BURGESS**



# April Fool

Fully repainted in 2012 and in truly pristine condition, the award-winning Feadship APRIL FOOL is now ready for a new owner to step on board and enjoy a full summer of cruising. An exemplary superyacht, and the ultimate in pedigree and build quality.

Length overall 61m (200ft) • Built by Feadship, Royal Van Lent, The Netherlands in 2006 • Design by De Voogt Design/Janet Leroy/Studio Larvor • Accommodation for up to 12 guests

Asking Price

**US\$69,500,000**

Central Agents for Sale



# Project 12

A powerful and exciting brand new yacht offered for sale for the very first time. This sleek, modern superyacht will be ready for cruising this summer and will offer a truly thrilling experience for 12 guests in spacious, luxurious surroundings.

Length overall 46.6m (152.8ft) • Built by Pisa Superyachts, Italy in 2012 • Design by Carlo Galeazzi/Mark Beryman Design Ltd • Accommodation for 12 guests

Asking Price

**€23,000,000**

Joint Central Agents for Sale



# ESS

London	tel: +44 20 7766 4300
Monaco	tel: +377 97 97 81 21
New York	tel: +1 212 223 0410
Miami	tel: +1 305 672 0150
Santa Monica	tel: +1 310 392 7696
Palma	tel: +34 672 179 008
Athens	tel: +30 6932 408 285
Mumbai	tel: +91 2266 391900
Seattle	tel: +1 206 285 4561
Moscow	tel: +7 926 519 2078

[www.burgessyachts.com](http://www.burgessyachts.com) or email: [sales@burgessyachts.com](mailto:sales@burgessyachts.com)



Exclusively  
for Sale  
or Charter  
with YPI

# TAKE YOUR



## LIBERTY

ISA, 2011  
50m (164ft)

CONTACT Fiona Maureso: +33 6 14 67 68 47 [fiona.maureso@ypigroup.com](mailto:fiona.maureso@ypigroup.com)



## GALAXIA

Perini Navi, 1997  
52.3m (171.7ft)

CONTACT For Brokerage Matt Albert: +33 6 24 04 76 86 [matt.albert@ypigroup.com](mailto:matt.albert@ypigroup.com)



# PICK NOW...



FOR CHARTER  
FROM: EUR 235,000 p/w

Striking good looks  
Unique designer interior  
Spacious deck areas designed for maximum flexibility

FOR SALE & CHARTER

ASKING: US\$ 22,000,000  
FROM: EUR 140,000 p/w

Luxurious, flexible accommodation  
Jacuzzi on flybridge, lounge area on foredeck  
Best maintained Perini on the market

Sharing Your Passion for Yachting



**YPI Brokerage**

brokerage@ypigroup.com  
Monaco +377 99 99 97 97

**YPI Management**

management@ypigroup.com  
Monaco +377 99 99 97 97

**YPI Crew**

crew@ypigroup.com  
France +33 492 904 610

**YPI Charter**

charter@ypigroup.com  
France +33 493 340 100

[www.ypigroup.com](http://www.ypigroup.com)

**YACHTING  
PARTNERS  
INTERNATIONAL**

A part of the **BRS** Group



Exclusively  
for Sale  
or Charter  
with YPI

# IN TIME FOR



Photo credit: timmckennaphoto.com

## BLISS

Yachting Developments, 2009  
37m (121.4ft)

CONTACT Fiona Maureso: +33 6 14 67 68 47 [fiona.maureso@ypigroup.com](mailto:fiona.maureso@ypigroup.com)



FOR SALE  
ASKING: EUR 3,500,000

## CYCLOS III

Royal Huisman, 1990  
42.36m (139ft)

Priced to sell  
Royal Huisman pedigree  
Timeless Andrew Winch Interior  
Naturally ventilated, perfectly quiet at anchor

CONTACT Will Bishop: +33 6 27 32 65 42 [will.bishop@ypigroup.com](mailto:will.bishop@ypigroup.com)



# SUMMER



FOR CHARTER  
FROM: EUR 65,000 p/w

Jacuzzi tub on the foredeck  
Flexible, luxurious accommodation  
Contemporary, striking interior décor



FOR SALE  
ASKING: EUR 2,150,000

## KOMBOLOI

San Lorenzo, 2008  
22m (72.18ft)

4 cabins (8 guests)  
24 kts cruising speed (30 kts max)  
Customized interiors and material upgrades



Sharing Your Passion for Yachting



#### YPI Brokerage

brokerage@ypigroup.com  
Monaco +377 99 99 97 97

#### YPI Management

management@ypigroup.com  
Monaco +377 99 99 97 97

#### YPI Crew


crew@ypigroup.com  
France +33 492 904 610

#### YPI Charter

charter@ypigroup.com  
France +33 493 340 100

[www.ypigroup.com](http://www.ypigroup.com)

## YACHTING PARTNERS INTERNATIONAL

A part of the  Group

CONTACT Gregory Gheraia: +33 6 99 93 90 99 [gregory.gheraia@ypigroup.com](mailto:gregory.gheraia@ypigroup.com)



# MERLE WOOD & ASSOCIATES

SPECIALISTS IN THE SALE, PURCHASE, CHARTER & CONSTRUCTION OF THE WORLD'S FINEST YACHTS

*for Sale & Charter*



296'/90m Corsair 2008 **NERO\***

*for Sale & Charter*



281'/86m Derecktor 2010 **CAKEWALK\***

*for Sale*



213'/65m Codecasa 2010 **LADY LAU\***

*for Sale & Charter*



205'/63m Icon 2010 **ICON\***

**SUPERYACHT DIVISION** MERLE A. WOOD, III | THOM CONBOY | BOB MCKEAGE

**CUSTOM YACHT DIVISION** JOHN COHEN | CROMWELL LITTLEJOHN | BASSAM CHAHINE | KURT BOSSHARDT | DIRK JOHNSON | DMITRY LUKIN

*for Sale & Charter*



203'/62m VSY 2010 **ROMA\***

*for Sale*



200'/61m Feadship 2010 **APRIL FOOL\***

*for Sale & Charter*



188'/57m A&R 2001/10 **EXCELLENCE III\***

*for Sale & Charter*



183'/56m Benetti 2005/10 **FOUR ACES\***

AT THE PALM BEACH YACHT SHOW OR IN THE AREA

\* Not for sale or charter to US residents while in US waters

PHONE: 954-525-5111 • FAX: 954-525-5165 • EMAIL: MAIL@MERLEWOOD.COM



PLEASE VISIT US AT THE  
PALM BEACH SHOW - MARCH 22 - 25, 2012

for Sale



174'/53m Oceanfast 2004 **SEA BOWLD\***

for Sale & Charter



171'/52m Amels 2010 **BEL ABRI\***

for Sale & Charter



168'/51m Oceanco 1997/10 **LAZY Z\***

for Sale & Charter



161'/49m Trinity 2009 **BLIND DATE\***

for Sale



160'/49m Christensen 2009 **VF-15\***

for Sale & Charter



151'/46m Delta 2009 **KATYA**

for Sale & Charter



223'/68m Nobiskrug 2010 **SYCARA V\***

for Sale & Charter



220'/67m Shadow Marine 2007 **ALLURE SHADOW**

for Sale



177'/54m Mondomarine 2012 **HULL #1\***

for Sale



177'/54m Baglietto 2009 **BURKUT\***

for Sale



167'/54m Mondomarine 2013 **HULL #4\***

for Sale & Charter



167'/51m CBI Navi 2005 **ALIBI\***



AT THE PALM BEACH YACHT SHOW OR IN THE AREA

\* Not for sale or charter to US residents while in US waters.

888 EAST LAS OLAS BOULEVARD • FOURTH FLOOR • FORT LAUDERDALE, FL 33301



for Sale & Charter



163'/50m Nereids Yachts 2005 **AZTECA II\***

for Sale & Charter



161'/49m Trinity 2007/10 **GLAZE**

for Sale & Charter



157'/48m Christensen 2007 **SCOTT FREE**

for Sale & Charter



154'/47m Perini Navi 1990/06 **ANDROMEDA LA DEA\***

for Sale & Charter



152'/46m Perini Navi 1991/07 **ANTARA\***

for Sale & Charter



145'/44m Benetti 2009 **LADY SHEILA\***

for Sale & Charter



145'/44m Heesen 1990/09 **AT LAST**

for Sale



134'/41m Mondomarine 2013 **HULL #8\***

for Sale & Charter



134'/41m Lurssen 1995/04 **BLIND DATE\***

for Sale



131'/40m A&R 1987 **SILVER SHALIS**

for Sale & Charter



130'/40m Westport 2005 **MY COLORS**

for Sale & Charter



124'/38m Broward 2007 **HERITAGE III**

for Sale



122'/37m CRN 1978/08 **LADY EVA\***

for Sale



121'/37m Heesen 2005 **HEESEN 37m HULL #4\***

for Sale & Charter



118'/36m Intermarine 2000 **SAVANNAH**

for Sale



112'/34m Leopard Express 2008 **LA IGUANA\***

for Sale



110'/34m Intermarine 1998 **LADY A**

for Sale



105'/32m Mangusta 2000/11 **HAMSA\***

for Sale



102'/31m Oceanfast 1989/11 **GAZELLE**

for Sale & Charter



102'/31m Broward 1984/05 **LIQUIDITY**

for Sale



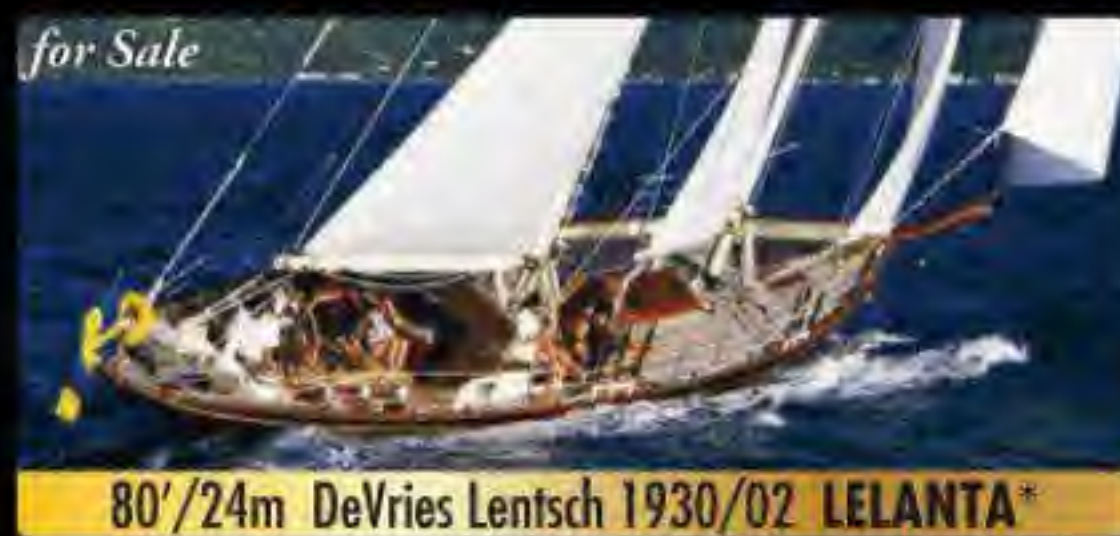
101'/31m Leopard 2008 **PAN DEI I\***

AT THE PALM BEACH YACHT SHOW OR IN THE AREA

\* Not for sale or charter to US residents while in US waters.

PHONE: 954-525-5111 • FAX: 954-525-5165 • EMAIL: MAIL@MERLEWOOD.COM









## SCARENA

JONGERT 2900M / 3.250.000 € / LOA 29.77M / BUILT 95 REFIT 07 / DOUG PETERSON - JONGERT DESIGN TEAM  
8 GUESTS - 4 CREW

One of the highest specified Jongert yachts ever built, with remarkable sailing performance and immaculate construction standards. Elegant interior with special noise and heat insulation throughout the yacht for maximum comfort. Still in first ownership and always kept in excellent condition.

Berth separately for sale.

**MORE QUALITY SAILING YACHTS ON [WWW.HAAS-INTERNATIONAL.COM](http://WWW.HAAS-INTERNATIONAL.COM)**



## OBSESSION II

CIM 115' / 3.500.000 € / LOA 34.20M / BUILT 02 / BERRET RACOUPEAU DESIGN / 8 GUESTS - 5 CREW

Obsession II combines exceptional space and sumptuous accommodation with a well designed aluminium hull for performance.

Major refit worth app. 350.000,-€ actually underway. Ready in springtime for circumnavigation with her new owner! Very attractive price.



## COLOMBAIO

JONGERT 25S / 1.850.000 € / LOA 28.8M / BUILT 92 REFIT 02  
PETER SIJM - JONGERT DESIGN TEAM

6-8 GUESTS - 2/4 CREW

Comfortable and safe blue water cruiser with beautifully crafted mahogany interior with large guests and owner's cabin.

Privately used only.



## BONA DEA

JONGERT 25DS / 1.250.000 € VAT PAID / LOA 26.62M / BUILT 1977 REFIT 11 / PETER SIJM - JONGERT DESIGN TEAM

6-8 GUESTS - 2/4 CREW

Classic Jongert ketch with plenty of living space and comfort. Large and cozy deckhouse with a fantastic 360° view and protected outside cockpit seating area. Beautifully crafted mahogany interior with luxurious guests and owner cabins, as well as a large crew area. Maintained in first-class condition.



## LA MAÏA

980.000 € VAT PAID / LOA 32,50M / BUILT 1956 REFIT 2011  
6 GUESTS - 2 CREW

Owned first by Baron de Rothschild and by Givenchy, her only third owner is now wishing to sell this very well maintained gaff schooner that radiates an extraordinary charm.

Major Refit completed last year.

**THE SAILING YACHT BROKER**

SWITZERLAND - TEL +41 414 500 500

[INFO@HAAS-INTERNATIONAL.COM](mailto:INFO@HAAS-INTERNATIONAL.COM)

[WWW.HAAS-INTERNATIONAL.COM](http://WWW.HAAS-INTERNATIONAL.COM)

**HAAS**  
*international*



Fort Lauderdale  
San Diego  
Palma  
Newport  
Boston  
Hong Kong  
Singapore

NORTHROP  
& JOHNSON

Brokerage

Charter

Management

New Construction

Crew Placement

[northropandjohnson.com](http://northropandjohnson.com)



**FELICITA WEST** 210' (64m) :: Perini Navi :: 2003/2011 :: €25,000,000  
Kevin Merrigan :: Fort Lauderdale :: +1 954 522 3344 :: [kevin.merrigan@northropandjohnson.com](mailto:kevin.merrigan@northropandjohnson.com)

RECENT PRICE REDUCTION



**GALLANT LADY** 168' (51m) :: Feadship :: 2007 :: \$42,500,000  
Kevin Merrigan :: Fort Lauderdale :: +1 954 522 3344 :: [kevin.merrigan@northropandjohnson.com](mailto:kevin.merrigan@northropandjohnson.com)



**DESTINATION FOX HARB'R TOO** 161' (49m) :: Trinity :: 2008 :: \$24,900,000  
Ann Avery :: Fort Lauderdale :: +1 954 522 3344 :: [ann.avery@northropandjohnson.com](mailto:ann.avery@northropandjohnson.com)



**FATHOM** 148' (45m) :: Custom :: 2007 :: \$12,084,000  
Bruce Leffers :: Newport :: +1 401 965 3258 :: [bruce.leffers@northropandjohnson.com](mailto:bruce.leffers@northropandjohnson.com)



**JL SEAGULL** 145' (44m) :: Benetti :: 2002/2011 :: €12,495,000  
Kevin Merrigan :: Fort Lauderdale :: +1 954 522 3344 :: [kevin.merrigan@northropandjohnson.com](mailto:kevin.merrigan@northropandjohnson.com)



Fort Lauderdale  
San Diego  
Palma  
Newport  
Boston  
Hong Kong  
Singapore

Brokerage

Charter

Management

New Construction

Crew Placement

[northropandjohnson.com](http://northropandjohnson.com)



**KINGFISHER** 142' (43m) :: Feadship :: 1987/2008 :: \$9,750,000  
Kevin Merrigan :: Fort Lauderdale :: +1 954 522 3344 :: [kevin.merrigan@northropandjohnson.com](mailto:kevin.merrigan@northropandjohnson.com)



**SEAGULL OF CAYMAN** 131' (40m) :: Feadship :: 1980/2006 :: \$7,500,000  
Bruce Leffers :: Newport :: +1 401 965 3258 :: [bruce.leffers@northropandjohnson.com](mailto:bruce.leffers@northropandjohnson.com)

7,000 + MILE RANGE



**PRIVATE LIVES** 120' (37m) :: RMK Marine :: 2003 :: \$9,875,000  
Chuck MacMahon :: Fort Lauderdale :: +1 954 522 3344 :: [chuck.macmahon@northropandjohnson.com](mailto:chuck.macmahon@northropandjohnson.com)



**DANCE SMARTLY** 106' (32m) :: Palmer Johnson :: 1992/2011 :: €2,800,000  
Hank Halsted :: Newport :: +1 401 965 3256 :: [hank.halsted@northropandjohnson.com](mailto:hank.halsted@northropandjohnson.com)



**MY WAY** 103' (31m) :: Cheoy Lee :: 2002 :: €1,650,000  
Joost Goverts :: Palma :: +34 971 707898 :: [joost.goverts@northropandjohnson.com](mailto:joost.goverts@northropandjohnson.com)



**SIRIUS OF MAN** 100' (31m) :: Sunseeker :: 2002 :: €2,500,000  
John Weller :: Fort Lauderdale :: +1 561 379 5431 :: [john.weller@northropandjohnson.com](mailto:john.weller@northropandjohnson.com)



**AQUARIUS W** 100' (31m) :: Ge-Ta Tasarim A.S. :: 1991/1992 :: €1,950,000  
Kevin Merrigan :: Fort Lauderdale :: +1 954 522 3344 :: [kevin.merrigan@northropandjohnson.com](mailto:kevin.merrigan@northropandjohnson.com)



**RIPPLE** 100' (31m) :: Brooke Yacht / Ron Holland design :: 1990 / 2008 :: €1,550,000  
Simon J. Turner :: Palma :: +34 971 707898 :: [simon.j.turner@northropandjohnson.com](mailto:simon.j.turner@northropandjohnson.com)



The authority on yachting since 1949

NORTHROP  
& JOHNSON



NOT FOR SALE TO U.S. RESIDENTS WHILE IN U.S. WATERS

**EAGLE'S NEST** 98' (31m) :: MCP Yachts :: 2007 :: \$5,995,000  
Wes Sanford :: Fort Lauderdale :: +1 954 522 3344 :: wes.sanford@northropandjohnson.com



**AZZURA** 96' (29m) :: Peterson/Jongert :: 1998/2008 :: €3,895,000  
Ann Avery :: Fort Lauderdale :: +1 954 522 3344 :: ann.avery@northropandjohnson.com



**AUDACIOUS** 95' (29m) :: Inace :: 2003 :: \$3,395,000  
Bruce Leffers :: Newport :: +1 401 965 3258 :: bruce.leffers@northropandjohnson.com



**BRISTOLIAN** 92' (28m) :: CNB France / German Frers :: 1989/2009 :: €1,100,00 inc VAT  
Joost Goverts :: Palma :: +34 971 707898 :: joost.goverts@northropandjohnson.com



**ADVENTURER** 94' (29m) :: Burger :: 1985 :: \$2,200,000  
Gregg Child :: Fort Lauderdale :: +1 954 522 3344 :: gregg.child@northropandjohnson.com



RECENT PRICE REDUCTION

**DESIRADE** 92' (28m) :: Sangermani :: 1998 :: €1,750,000  
Hank Halsted :: Newport :: +1 401 965 3256 :: hank.halsted@northropandjohnson.com



**B** 90' (28m) :: BANDIDO by Jade Yachts :: 2009 :: €5,500,00 inc VAT  
Joost Goverts :: Palma :: +34 971 707898 :: joost.goverts@northropandjohnson.com



**CARYALI** 86' (26m) :: Nordhavn :: 2008 :: \$6,950,000  
Michael Nethersole :: Fort Lauderdale :: +1 954 522 3344 :: michael.nethersole@northropandjohnson.com



Fort Lauderdale  
San Diego  
Palma  
Newport  
Boston  
Hong Kong  
Singapore

**NORTHROP  
& JOHNSON**

Brokerage

Charter

Management

New Construction

Crew Placement

[northropandjohnson.com](http://northropandjohnson.com)



**AISLING** 84' (26m) :: Kuipers Doggersbank :: 2000/2008 :: \$4,390,000  
Bruce Leffers :: Newport :: +1 401 965 3258 :: [bruce.leffers@northropandjohnson.com](mailto:bruce.leffers@northropandjohnson.com)



RECENT PRICE REDUCTION

**CAPO GIRO** 82' (25m) :: Nautor Swan :: 2003 :: €3,200,000  
Hank Halsted :: Newport :: +1 401 965 3256 :: [hank.halsted@northropandjohnson.com](mailto:hank.halsted@northropandjohnson.com)



**MOONRAKER** 78' (24m) :: Kelly Archer / Van de Stadt :: 2000/2006 :: \$1,650,000  
Simon J. Turner :: Palma :: +34 971 707898 :: [simon.j.turner@northropandjohnson.com](mailto:simon.j.turner@northropandjohnson.com)



**AGLAIA** 77' (23m) :: HYS Yard / Humphreys design :: 2002/2010 :: POA  
Joost Goverts :: Palma :: +34 971 707898 :: [joost.goverts@northropandjohnson.com](mailto:joost.goverts@northropandjohnson.com)



NOT FOR SALE TO U.S. RESIDENTS WHILE IN U.S. WATERS

**SWAN LAKE II** 76' (23m) :: CNB :: 1991 :: \$1,250,000  
Michael Nethersole :: Fort Lauderdale :: +1 954 522 3344 :: [michael.nethersole@northropandjohnson.com](mailto:michael.nethersole@northropandjohnson.com)



NEW TO MARKET

**SAFARA** 72' (24m) :: Scorpia Yachts Canada :: 1998/2004 :: \$895,000  
Bill Titus :: Newport :: +1 401 935 3058 :: [bill.titus@northropandjohnson.com](mailto:bill.titus@northropandjohnson.com)



**SAVVY** 64' (19m) :: Truly Classic / Hoek design :: 1995/2009 :: \$1,395,000  
Joost Goverts :: Palma :: +34 971 707898 :: [joost.goverts@northropandjohnson.com](mailto:joost.goverts@northropandjohnson.com)



**INFLAGRANTI** 61' (19m) :: Swan 60 / G Frers design :: 1996 / 2011 :: €1,050,000  
Simon J. Turner :: Palma :: +34 971 707898 :: [simon.j.turner@northropandjohnson.com](mailto:simon.j.turner@northropandjohnson.com)



# MOONEN



Photo sistership

## MOONEN 83 - *MONA LISA*

YN 159 - Year 1994 (Fully refitted)

Construction:	Steel/Aluminium
Dimensions:	25.15 x 6.00 x 1.82 metres
Engines:	Twin MAN D2840 LXE, 820 bhp each
Performance:	Maximum speed: approx. 13.0 knots
Accommodation:	6 guests in 3 cabins, 2 crew in 1 cabin
Range:	Approx. 2,000 nm at 9.0 knots

Price € 1,200.000 VAT paid



## MOONEN 97 - NEW BUILD!

YN 193 - Year 2011

Construction:	Steel/Aluminium
Dimensions:	30.00 x 7.30 x 2.20 metres
Engines:	Twin Caterpillar C18 DI-TA 600 bhp each (bkW 448)
Performance:	Maximum speed: approx. 13.0 knots
Accommodation:	8 guests in 4 cabins, 4 crew in 2 cabins
Range:	Approx. 4,500 nm at 9.0 knots

Price € 8,300.000 excl. VAT



## MOONEN 120 - *VICTORIA DEL MAR*

YN 171 - Year 2001

Construction:	Steel/Aluminium
Dimensions:	36.90 x 8.20 x 2.40 metres
Engines:	Twin Caterpillar 3412 DITA, 670 hp each
Performance:	Maximum speed: approx. 12.0 knots
Accommodation:	10 guests in 5 cabins, 7 crew in 4 cabins

Price € 6,900.000 excl. VAT

*Victoria del Mar* has an unusually large volume, comparable to a 40-metre+ yacht. Her bulbous bow generates extra speed and facilitates economical sailing.

Please call Robert Drontmann for more information or private viewing: +31 (0)73 621 00 94 (during office hours). Or at: +31 (0)6 106 928 91 (mobile).

SOME THINGS REMAIN IRREPLACEABLE

# BROKERAGE

Phone: +31 (0)73 621 00 94 • Fax: +31 (0)73 621 94 60 • Email: [info@moonenbrokerage.com](mailto:info@moonenbrokerage.com) • [www.moonenbrokerage.com](http://www.moonenbrokerage.com)



# Alfa Sea

Best PJ135 available  
Only PJ135 with immediate delivery in the Med  
Remi Tessier interior  
Major refit 2010  
VAT Paid



## ALFA SEA

41m (135') | Palmer Johnson | 2009/2010

Highly customized and improved PJ135. Refit includes new paint, interior design by Remi Tessier executed by LIST, upgraded A/V systems, upgrades to both garages and alteration to her layout. This magnificent yacht must be seen to be fully appreciated.

Vassilis Fotilas | Monaco + 377 93 100 450 | [vassilis.fotilas@fraseryachts.com](mailto:vassilis.fotilas@fraseryachts.com)  
Richard Earp | Monaco + 377 93 100 450 | [richard.earp@fraseryachts.com](mailto:richard.earp@fraseryachts.com)



Sales | Charter | Management | Construction | Crew

Monaco  
Ft. Lauderdale  
San Diego  
London  
Viareggio

Palma  
Seattle  
Mexico City  
Casa De Campo  
Cyprus

[fraseryachts.com](http://fraseryachts.com)

The Superyacht Experts



# FRASER YACHTS





Not for sale to US residents while in US waters.

## LORETTA ANNE IV

40m (131') | Alloy Yachts | 2009 | POA

Highest quality and timeless elegance from the team of Alloy, Dubois and Starkey, combining a proven hull design with state of the art equipment and at-rest stabilization. Full beam on-deck master with his/her baths and office, 3 guest suites, a gym and tender garage. Huge sundeck with jacuzzi and a shaded dining area. An exceptional vessel in all respects and now offered to make room for a new delivery. Mint condition, Lloyds and MCA classed, turn key and seriously for sale. Transoceanic range.  
Jody O'Brien | Ft. Lauderdale +1 954 646 4970 | [jody.obrien@fraser-yachts.com](mailto:jody.obrien@fraser-yachts.com)



# FRASER YACHTS



# Seawolf

58m (193') | J&K Smit | 1957/2009 | POA

The perfect opportunity for the adventurous buyer to acquire the ultimate go anywhere, anytime explorer yacht.

SEAWOLF is the perfect mix of exploration yacht with luxurious accommodations; she offers long range, fuel efficiency and comfort.

Jody O'Brien | Ft. Lauderdale +1 954 646 4970 | [jody.obrien@fraseryachts.com](mailto:jody.obrien@fraseryachts.com)



Sales | Charter | Management | Construction | Crew

Monaco  
Ft. Lauderdale  
San Diego  
London  
Viareggio  
Palma  
Seattle  
Mexico City  
Casa De Campo  
Cyprus

The Superyacht Experts

[fraseryachts.com](http://fraseryachts.com)





Also available for charter  
180,000 USD pw



FRASER YACHTS





Not for sale to US residents while in US waters.

**MEDUSE | 60m (199') | Feadship | 1996/2011**

One of the best known Feadships, complete with helicopter landing facility, six staterooms including two on deck, cinema, gymnasium, elevator, decompression chamber and large tenders. 15 year Lloyds surveys just completed. MCA and LY2 compliant.

**FOR SALE & CHARTER**



Not for sale to US residents while in US waters.

**DEEP BLUE II | 43m (143') | Océanco | 1996/2008 | 15,900,000 USD**

Quality construction with Dutch Pedigree. Completely refitted in 2007/08. Interior design by Paolo Rossi. Showboats Intl award for the best semi displacement yacht over 40m. Jose Arana, Jr. | Ft. Lauderdale +1 954 463 0600 | jose.aranajr@fraseryachts.com

**FOR SALE & CHARTER**



**PRINTEMPS | 34m (112') | Heesen | 1987/2009 | 1,950,000 EUR**

Printemps is based in Monaco and is an ideal family yacht to cruise on the French Riviera. New crew and references available.

Antoine Larricq | Monaco +377 93 100 450 | antoine.larricq@fraseryachts.com

**FOR SALE & CHARTER**



Not for sale to US residents while in US waters.

**KAI | 36m (120') | Benetti | 2008 | 13,400,000 USD**

Highly spec'd and customized with modern interior and exteriors, zero speed stabilizers, Crestron/Sonus AV package, Lutron lighting and more. Excellent charter record. ABS/MCA. Jose Arana, Jr. | Ft. Lauderdale +1 954 463 0600 | jose.aranajr@fraseryachts.com



**STELLA MIA | 26m (85') | Azimut | 2002 | 1,795,000 USD**

New to market, just completed a major refit, Int/Ext, plus machinery. Shows near new, wonderful condition. Best priced 85 for her year and condition.

Patrick McConnell | San Diego +1 619 225 0588 | patrick.mcconnell@fraseryachts.com

Sales | Charter | Management | Construction | Crew

Monaco	+ 377 93 100 450
Ft. Lauderdale	+ 1 954 463 0600
San Diego	+ 1 619 225 0588
London	+ 44 207 016 4480
Viareggio	+ 39 0584 385090
Palma	+ 34 971 700445
Seattle	+ 1 206 382 9494
Mexico City	+ 52 55 5004 0408
Casa De Campo	+ 1 809 523 2208
Cyprus	+ 357 25 828911

The Superyacht Experts

fraseryachts.com





**JADE 95 | 29m (95') | Jade Yachts | 2010 | 7,995,000 USD**

Style and luxury abound in this modern large volume expedition yacht. Caterpillar engines, four luxurious staterooms. Bureau Veritas Classed. Jeff Partin | Ft. Lauderdale +1 954 463 0800 | jeff.partin@fraseryachts.com



**FOR SALE & CHARTER**  
**ANEDIGMI | 49m (163') | Oceanco | 1993/2011**

Excellent layout with owner's stateroom, gym and large Jacuzzi on the upper deck. Generous interior and exterior space give the feeling of a much larger vessel. Giulio Riggio | Palma +34 971 700 445 | giulio.riggio@fraseryachts.com



Not for sale to US residents while in US waters.

**X | 47m (155') | Feadship | 1987/2009 | 9,500,000 USD**

Exceptional Layout, Feadship Quality, Lloyd's Class, Exceptional Charter record under previous Owners, Good Volume and Great Range. Interior revamp 2009. Vassilis Fotilas | Monaco + 377 93 100 450 | vassilis.fotilas@fraseryachts.com



**QUIVIRA | 35m (116') | Benetti | 1979/2008 | 3,995,000 USD**

Exudes old world charm, elegant mahogany interior, a rare find on today's market.

James Nason | San Diego + 1 619 225 0588 | james.nason@fraseryachts.com



**SPAGO | 28m (91') | Baglietto | 2002/2010 | 2,750,000 EUR**

Same prestigious Italian owner since her launch, easy to inspect in Barcelona. Ciro Pettrucci | Viareggio +39 0584 385090 | ciro.petrucci@fraseryachts.com  
Oscar Romano | Viareggio +39 0584 385090 | oscar.romano@fraseryachts.com



**INES | 26m (86') | Azimut | 2008 | 2,950,000 EUR**

Fast and comfortable and permanently maintained to an immaculate condition. Must be seen.

Pierrik Devic | Monaco +377 93 100 450 | pierrik.devic@fraseryachts.com  
Thorsten Giesbert | Palma +34 971 700 445 | thorsten.giesbert@fraseryachts.com



**HARMAN 60 | 19m (63') | Harman Yachts | 2012 | 1,500,000 EUR**

Dijkstra designed, the HARMAN 60 is an extraordinarily high-specification modern classic. Retractable bowsprit, in-boom furling, hydraulic swim platform. James Munn | Monaco +377 93 100 450 | james.munn@fraseryachts.com



Not for sale to US residents while in US waters.

**PICOSA LADY | 22m (75') | Fleming | 2001 | POA**

Meticulously maintained and continuously upgraded in all areas, including: AV, Electronics, interior décor, galley, exterior soft goods, tender and much more. Jody O'Brien | Ft. Lauderdale +1 954 463 0600 | jody.obrien@fraseryachts.com



**FRASER YACHTS**





**ULYSSES | 60m (196') | Exploration Yacht | 2006**

Solidly built and finished to the highest standards, ULYSSES is the ultimate Exploration Yacht. She has massive volume from her 11m (36') beam over 5 decks. Eight staterooms.

Stuart Larsen | Ft. Lauderdale + 1 954 463 0600 | [stuart.larsen@fraseryachts.com](mailto:stuart.larsen@fraseryachts.com)



Not for sale to US residents while in US waters.

**SEA BOWLD | 53m (174') | Oceanfast | 2004 | 13,950,000 USD**

26 knots with a 3400nm range at 12 knots. Owner's stateroom on bridge deck; four guest suites and superb outside deck spaces. Yachting's equivalent to AMG. Stuart Larsen | Ft. Lauderdale + 1 954 463 0600 | [stuart.larsen@fraseryachts.com](mailto:stuart.larsen@fraseryachts.com)



Not for sale to US residents while in US waters.

**TURQUOISE | 55m (181') | Proteksan | 2011 | 35,500,000 USD**

New full displacement yacht delivered only 8 months ago. Six staterooms with two on deck. Tenders in garages, zero speed stabilizers, Lloyds class, MCA and LY2. Stuart Larsen | Ft. Lauderdale + 1 954 463 0600 | [stuart.larsen@fraseryachts.com](mailto:stuart.larsen@fraseryachts.com)



**PRINCESS SARAH | 43m (142') | Richmond Yachts | 2007 | 17,900,000 USD**

Designed with elegance and comfort, Princess Sarah is in pristine condition. Features 6 Staterooms with on deck master. Scott French | Fort Lauderdale + 1 954 463 0600 | [scott.french@fraseryachts.com](mailto:scott.french@fraseryachts.com)



**RC | 41m (135') | Baglietto | 2004/2010 | 9,700,000 EUR**

Very famous MY RC - the 41 mt Baglietto is now for sale. She accommodates 10 guests in great comfort, in 5 cabins with owners suite on main deck. Unique interior design. Ciro Pettruci | Viareggio +39 335 18 22 971 | [ciro.petrucchi@fraseryachts.com](mailto:ciro.petrucchi@fraseryachts.com)

Sales | Charter | Management | Construction | Crew

Monaco	+ 377 93 100 450
Ft. Lauderdale	+ 1 954 463 0600
San Diego	+ 1 619 225 0588
London	+ 44 207 016 4480
Viareggio	+ 39 0584 385090
Palma	+ 34 971 700445
Seattle	+ 1 206 382 9494
Mexico City	+ 52 55 5004 0408
Casa De Campo	+ 1 809 523 2208
Cyprus	+ 357 25 828911

The Superyacht Experts

[fraseryachts.com](http://fraseryachts.com)





**FUSION | 37m (121') | Peri Yachts | 2012 | 9,950,000 EUR**

Brand spanking new, incredible attention to detail, huge volume (280 GT) and deck spaces, FUSION was specially designed for the Owner of the shipyard. Unique! David Legrand | Monaco +377 93 100 450 | david.legrand@fraseryachts.com



**HERITAGE | 45m (148') | Perini Navi | 2006 | 17,500,000 EUR**

Five cabin 45.3m 2006 with a tasteful interior. Main features: large saloon, outdoor saloon with 3 seating areas, aft side stern door/beach club. Immaculately maintained by 1 owner. VAT Paid. Dennis Frederiksen | Monaco + 377 93 100 450 | dennis.frederiksen@fraseryachts.com



**DOUBLE SHOT | 36m (118') | Tecnomar | 2011 | 8,200,000 EUR**

Amazing contemporary interior featuring five guest cabins. Top speed of 31 knots. Amazing outdoor spaces on both fore and aft deck make her the ultimate sport cruiser. Very low hours. Josh Gulbranson | Ft. Lauderdale +1 954 463 0600 | josh.gulbranson@fraseryachts.com



**QUID PRO QUO | 30m (99') | Benetti | 2007 | 6,900,000 EUR**

Five cabin layout. The Owner has spared no expense when it comes to attention to detail. Nabil El Jammal | London + 44 207 016 4480 | nabil.eljammal@fraseryachts.com  
Antoine Larricq | Monaco + 377 93 100 450 | antoine.larricq@fraseryachts.com



**LAUREL | 73m (240') | Delta Marine | 2008**

Superbly executed by Delta Marine with interior design by Don Starkey. Seven staterooms in owners party. Steel hull and composite superstructure. She is exquisite in her detail, finish and condition. LAUREL is certainly the highest

pedigree yacht of her size on the market. Please call for viewing appointment.

Stuart Larsen | Ft. Lauderdale +1 954 463 0600 | stuart.larsen@fraseryachts.com

Josh Gulbranson | Ft. Lauderdale +1 954 463 0600 | josh.gulbranson@fraseryachts.com



**FRASER YACHTS**



# Rossinavi 45m

Tommaso Spadolini design

Refined "military" look

RINA - Green Plus - Comfort Class



## ROSSINAVI 45M DISPLACEMENT

45m (147') | Rossinavi | 2013 | 24,000,000 EUR

The yacht has been designed following extensive feedback received from owners of previous models. The new 45m boasts a contemporary design with a plum bow and strong lines, which combine to create a "military" look that is still elegant and refined. The brief was to design a yacht that enabled passengers to feel in close contact with the surrounding water, therefore the design features a large aft deck measuring over 70m<sup>2</sup>.

Ciro Petrucci | Viareggio + 39 0584 385090 | [ciro.petrucci@fraseryachts.com](mailto:ciro.petrucci@fraseryachts.com)



Sales | Charter | Management | Construction | Crew

Monaco  
Ft. Lauderdale  
San Diego  
London  
Viareggio

Palma  
Seattle  
Mexico City  
Casa De Campo  
Cyprus

[fraseryachts.com](http://fraseryachts.com)

The Superyacht Experts



# FRASER YACHTS



## PRICE REDUCTION



ALSO FOR CHARTER

**BLUE SCORPION** 53m (173.11 ft)  
Baglietto | 2006 | Viareggio | EUR 21,500,000

## NEW LISTING FOR SALE



ALSO FOR CHARTER

**MASTIFF** 28.68m (94.2 ft)  
Appledore Shipbuilders | 1967 / 2010 | Genoa | EUR 3,200,000

YACHTZOO





**JANA** 46.30m (151.11 ft)  
Feadship | 1986 | Abu Dhabi | USD 9,950,000



**BELLA BRI** 46m (151 ft)  
Northern Marine | 2008 | Ft. Lauderdale, FL | USD 21,500,000



**ARIETE PRIMO** 44.10m (144.8 ft)  
Richard Dunston | 1967 / 2006 | Genoa, Italy | EUR 19,000,000



**SOPHIE BLUE** 41m (134.6 ft)  
CBI Navi | 1998 | Nice, France | EUR 6,900,000



**MUSTANG SALLY** 39.60m (130 ft)  
Westport | 2009 | Ft. Lauderdale, FL | USD 18,450,000



**IMPULSIVE** 38.40m (136 ft)  
Norship | 1993 / 2010 | Mediterranean | USD 6,750,000



**AWESOME** 39.60m (130 ft)  
Mangusta | 2005 | Monaco | EUR 12,800,000



**NORTHCOAST 125** 38.30m (125.6 ft)  
Northcoast Yachts | 2011 | Ft. Lauderdale, FL | USD 15,499,000

**SALES & PURCHASE  
CHARTER  
NEW CONSTRUCTION**





\*Not for sale or charter to U.S. residents while in U.S. waters.

**MOONRAKER** 36.60m (130 ft)  
Norship | 1992 / 2008 | Ft. Lauderdale, FL | EUR 7,900,000



**STELLA** 34.53m (113.3ft)  
Sunseeker Predator | 2011 | Genoa, Italy | GBP 9,950,000



**FOREVER MY AGATA** 33m (108 ft)  
Mangusta | 2002 | West Med | EUR 7,500,000



**ANTIBES** 32m (105 ft)  
Ustaoglu / Dubois | 2010 | Kusadasi, Turkey | EUR 4,450,000

**NEW LISTING FOR SALE**



\*Not for sale or charter to U.S. residents while in U.S. waters.

**MELIMAR** 30.50m (100 ft)  
Azimut | 1999 | Ft. Lauderdale, FL | USD 2,550,000



\*Not for sale or charter to U.S. residents while in U.S. waters.

**NATALITA III** 30.50m (100 ft)  
Azimut Jumbo | 1996 | Cayman Islands | USD 1,995,000

**PRICE REDUCTION**



\*Not for sale or charter to U.S. residents while in U.S. waters.

**ZAKOUSKA** 26.50m (86.9 ft)  
Warren Yachts | 2006 | West Palm Beach, FL | USD 3,900,000



**EL NASSOL** 23.96m (78.6ft)  
Arno | 2005 | Bahrain | EUR 2,000,000



# BROKERAGE SELECTION

CENTRAL AGENT



## LEOPARD 46

Central Agent for hull n.4 with delivery in 12 months  
availability of new construction with immediate delivery,  
5 cabins.

CENTRAL AGENT



## LEOPARD 32

2005 - 4 cabins - 3 x 2.000 MTU Kamewa Jet  
700 h approx - Immediate delivery - Lying in Pisa (Italy)  
**Asking price Euro 2.370.000,00.**



OWNER'S AGENT

## MANGUSTA 105'

- 2007: 2 x 2.400 MTU - very good condition  
- 2004: 2 x 2.285 MTU - very good condition  
Lying in Pisa (Italy)

CENTRAL AGENT



## FALCON 102'

2005 - 2 x 2.000 MTU  
4 cabins - Stabilizers Vosper - Perfect Conditions  
Lying in Pisa (Italy)

**Asking price Euro 2.700.000,00 (negotiable)**

CENTRAL AGENT



**FALCON 90'** 2008 - 4 cabins - 2 x 2.000 MTU  
Stabilizing system Zero Speed - Very good condition  
Lying in Pisa (Italy) **Euro 2.000.000,00 VAT EX**

OWNER'S AGENT



**FELCI 71'** 2008 - 4 cabins - Yanmar - Full optional  
Perfect condition - Leasing - Interesting price.



# AKHIR 108' CHARTER SEASON 2012

Good discounts for early bookings



CENTRAL AGENT



2009 - 4/5 cabins - 4/5 crew - 28 knots  
STABILIZING SYSTEM ZERO SPEED  
Lying in North Tyrrhenian Sea Cruising  
Area: Mediterranean Sea



## SALE & CHARTER LUXURY YACHTS

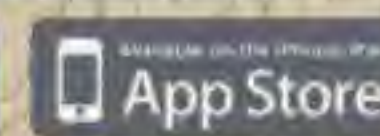


### GLORYYACHT S.r.l.

[www.gloryyacht.com](http://www.gloryyacht.com)

Via Giovanni March, 14/A - 57121 Livorno, Italy  
Phone: + 39 0586 884354 - Fax: +39 0586 883186  
Mobile: +39 347 87 99 773 - [info@gloryyacht.com](mailto:info@gloryyacht.com)

Follow us on







**Akula | Amels**  
59m | 1974 | Caribbean  
US\$14,750,000  
not for sale to US residents with US passport

**Central Agent**  
Simon Ting | +33 6 18 06 03 42  
simon@bluewateryachting.com



**Zeus | Mangusta 165**  
50m | 2009 | Monaco  
€27,500,000

**Central Agent**  
Peter Bennett | +33 6 09 96 01 02  
peter@bluewateryachting.com



**Iati | Tamsen Yachts**  
41m | 2009 | Palma  
€12,900,000

**Central Agent**  
Peter Bennett | +33 6 09 96 01 02  
peter@bluewateryachting.com



**Mystic | CMB Yachts**  
46m | 2010 | Turkey  
€14,995,000

**Central Agent**  
Peter Bennett | +33 6 09 96 01 02  
peter@bluewateryachting.com



**CXL Ultraluxum | Tamsen Maritim**  
48m | 24 Months | Shipyard  
€33,500,000

**Central Agent**  
Peter Bennett | +33 6 09 96 01 02  
peter@bluewateryachting.com



**Les | Mangusta**  
33m | 2007 | France  
€6,500,000

**Central Agent**  
Peter Bennett | +33 6 09 96 01 02  
peter@bluewateryachting.com

BROKERAGE • CHARTER • CREW • TRAINING • MANAGEMENT

# bluewater

ZUG ANTIBES LONDON PALMA FORT LAUDERDALE





**Equilibrium | Mangusta**  
 30m | 1996 | France  
 €2,100,000

**Central Agent**  
 Peter Bennett | +33 6 09 96 01 02  
 peter@bluewateryachting.com



**Adam | Azimut**  
 20m | 2008 | France  
 €1,250,000

**Central Agent**  
 Tom Barnes | +33 6 20 18 17 34  
 tom@bluewateryachting.com



**Alexsophie | Azimut**  
 23m | 2007 | France  
 €1,900,000

**Central Agent**  
 Tom Barnes | +33 6 20 18 17 34  
 tom@bluewateryachting.com



**Callaloo | Mangusta**  
 25m | 2003 | France  
 €975,000

**Central Agent**  
 Tom Barnes | +33 6 20 18 17 34  
 tom@bluewateryachting.com



**Tuttinot | Pershing**  
 27m | 2001 | Italy  
 €1,490,000 vat paid

**Central Agent**  
 Jimmy Broddesson | +33 6 69 94 61 04  
 jimmy@bluewateryachting.com



**Domino 86 | Riva**  
 26m | 2010 | Monaco  
 €5,000,000

**Aquariva Super also available**  
 Peter Bennett | +33 6 09 96 01 02  
 peter@bluewateryachting.com

+33 493 34 34 13

[www.bluewateryachting.com](http://www.bluewateryachting.com)

[brokerage@bluewateryachting.com](mailto:brokerage@bluewateryachting.com)

[charter@bluewateryachting.com](mailto:charter@bluewateryachting.com)

ONE COMPANY...ONE COMPLETE SERVICE



More than 50 years experience  
exceeding your expectations

sales

/ management

/ charter

Minou



26,22 m - CANADOS 86 - 2003  
8 guests in 4 cabins - 3 crew  
2x MAN 1550hp

Asking price: **EUR 1 800 000**  
(Rina, VAT Paid)



Cristal 1



24 m - ARNO - 2002  
8 guests in 3 cabins - 2 crew  
2x MTU 1500hp

Asking price: **EUR 1 090 000**  
(MCA, Commercially reg.)



Jr



23,00 m - AICON - 2008  
6 guests in 3 cabins - 2 crew  
2x CAT 1550hp

Asking price: **EUR 680 000**  
(MCA, commercially reg.)  
Also available for charter





# CSO YACHTS

sales

/ management

/ charter

## Maevalflo IV



21,32 m - SUNSEEKER - 2008  
8 guests in 4 cabins - 2 crew  
2x MAN 1550hp

Asking price: **EUR 1 700 000**  
(MCA, commercially reg.)  
Also available for charter



## Kama



20,80 m - VZ YACHTS  
8 guests in 4 cabins - 2 crew  
2x MAN 1360hp

Asking price: **EUR 1 950 000**  
(MCA, commercially reg.)  
Also available for charter



## Chrissol IV



18,67 m - SEALINE  
6 guests in 3 cabins - 2 crew  
2x CAT 865hp

Asking price: **EUR 740 000**  
(VAT Paid)





# WHO HAS THE LARGEST SELECTION OF NEW & USED SUNSEEKERS?

WITH OFFICES IN THE UK, FRANCE, MONACO, TURKEY, GREECE, EGYPT AND CARIBBEAN



SUNSEEKER 34M YACHT 2011

Contact Broker: Nigel Bristow - +377 678 635 690 - nigel@sunseeker.mc

£7,695,000 EX TAX

Engines 2 x 2639hp 12V 2000 M94 Shaft Drive Diesel



SUNSEEKER PREDATOR 108 2007

Contact Broker: Harry Bristow-Holmes - +44 7595 002 698 - harry@sunseekerlondon.com

£2,995,000 TAX PAID

Engines 2 x MTU 16V 2000 M93

# Sunseeker®

WWW.SUNSEEKERBROKERAGE.COM



LONDON

SOUTHAMPTON

POOLE

TORQUAY

MONACO

BEAULIEU

CANNES

LA NAPOULE

GREECE

TURKEY

EGYPT



SUNSEEKER PREDATOR 130 2010  
£10,950,000 EX TAX

Contact Broker: William Burns - +44 777 623 3459 [william@sunseekerlondon.com](mailto:william@sunseekerlondon.com)



SUNSEEKER PREDATOR 74 2011  
£1,795,000 EX TAX

Contact Broker: Harry Bristow-Holmes - +44 7595 002 698 - [harry@sunseekerlondon.com](mailto:harry@sunseekerlondon.com)



SUNSEEKER MANHATTAN 80 1999  
€660,000 EX TAX

Contact Broker: Frederic Hestin - +33 (0) 6 08 69 06 64 - [frederic.hestin@sunseeker.fr](mailto:frederic.hestin@sunseeker.fr)



SUNSEEKER MANHATTAN 70 2011  
£1,650,000 EX TAX

Contact Broker: Gary Cleaverly - +44 7778 878 886 - [gary@sunseekerlondon.com](mailto:gary@sunseekerlondon.com)

# Brokerage

WWW.SUNSEEKERBROKERAGE.COM



# W

954.316.6364

2957 STATE ROAD 84, FORT LAUDERDALE, FL 33312  
INFO@WESTPORTYACHTSALES.COM • WWW.WESTPORTYACHTS.COM

CHRIS JUNE • BRYAN LONG • ANDREW MILES • CAMM MOORE • MARK PECK  
CLAUDE RACINE • RALPH RAULIN • ALEX ROGERS • JOHN VARGA • MIKE WILLIAMS



New Construction  
WESTPORT 164



New Construction  
WESTPORT 130



New Construction  
WESTPORT 112



New Construction  
WESTPORT 98



New Construction  
PACIFIC MARINER 85



130' Westport Tri-Deck MY 2009 "MISS MICHELLE"  
Claude Racine, C.A.



130' Westport Tri-Deck MY 2007 "CONSTELLATION"  
Camm Moore, C.A.



114' Hatteras 1994 "LADY MONROE"  
Alex Rogers / Chris June, C.A.'s



112' Westport RPHMY 2008 "ESTANCIA"  
Camm Moore, C.A.



112' Westport RPHMY 2007 "STEADFAST"  
Alex Rogers, C.A.



# WESTPORT

SINCE 1964



106' Westport RPHMY 2004  
Mike Williams / John Varga, C.A.'s



103' West Bay 2001  
Mark Peck, C.A.



100' Hatteras 2003  
John Varga, C.A.



98' West Bay 1998  
Andrew Miles / Bryan Long, C.A.'s



90' Hargrave 2005  
Bryan Long, C.A.



88' Tarrab CPMY 2002  
Andrew Miles, C.A.



85' Broward 1982  
Chris June/Alex Rogers, C.A.'s



85' Pacific Mariner 2008  
Claude Racine, C.A.



84' Northcoast 2001  
Camm Moore, C.A.



80' Lazzara 1998  
Mark Peck, C.A.



78' West Bay 2002  
Claude Racine, C.A.



77' Horizon MY 2008  
John Varga, C.A.



75' Hatteras 2001  
Alex Rogers, C.A.



75' Sunseeker Manhattan 2006  
Ralph Raulin, C.A.



74' Ocean Alexander 2007  
Andrew Miles, C.A.





### NORDIA 55 CRUISER

Alu., built 1998 by Van Dam Shipyard, dim.: 16.80 x 4.85 x 2.40 m, teak decks, 3 cabins, 6 +2 berths, dinghy +out boarder 2010. Refit in 2010 by Van Dam. Rarely used.

Asking EUR 840,000

Central Agent: Hindeloopen +31 514-524000



### HOEK CLASSIC 66

Luxury and comfortable aluminum SY, built in 1995 by Bloemsma Makkum, dim.: 20.28 x 4.91 x 2.50 m, 4 double cabins, well equipped and maintained, teak decks overhauled in 2006.

Asking EUR 990,000

Central Agent: Hindeloopen +31 514-524000



### DUTCH CUSTOM BUILT SY

Alu., '08, built by Dutch Yacht builders BV, dim.: 22.30 x 5.40 x 1.60 m, low maintenance yacht for comfortable family cruising with high average speed. Modern decking and quality varnished interior.

Asking EUR 1,480,000 (VAT not paid) Central Agent: Hindeloopen +31 514-524000



### MEDITERRANEAN 88

GRP, built 1988 by US Yacht Building Corp, dim.: 26.80 x 6.10 x 2.00 m, sleeps 6/8 guests in 3 cabins + crew, 2x Perkins Sabre 215 hp diesels. Refit 2002 and 2004. Built to ABS, MCA certified. Easily sailed with 2 crew. True world cruiser. Highly motivated seller.

Asking EUR 625,000 (VAT not paid)

Central Agent: Palma +34 971-402911



### VRIPACK 2000

Steel, built 2009 by Altena Yachting, dim.: 20.00 x 6.00 x 1.50 m, 3 cabins, 6 berths, 2 x Volvo Penta 280 hp, bow- and sternthruster, stabilizers, watermaker, etc. Spacious long range motor yacht.

Asking EUR 1,495,000

Central Agent: Loosdrecht +31 35-5829030



### CLASSIC FEADSHIP VAN LENT

One of the best classic Feadships on today's market. Commissioned some time ago, but completely overhauled and rebuilt. Najade's equipped with state-of-the-art equipment and guarantees a safe and extremely comfortable cruise.

Asking EUR 3,500,000 (VAT exempt)

Central Agent: Antibes +33 492-910202







### DIJKSTRA 110 CLASSIC SLOOP "ANNAGINE"

The Dutch built classic 110' aluminium performance-sloop 'Annagine' was designed by Dykstra & Partners to the highest standards for an experienced owner.

Delivered In 2011, she offers the perfect balance between performance and cruising for up to 8 guests in the tradition of the 'Grand Classics'.

Price on request

**Central Agent:** Antibes +33 492-910202

For more information and brochure contact our Antibes office or visit Annagine on:  

[WWW.DEVALK.NL](http://WWW.DEVALK.NL)

AMSTERDAM | ANTIBES | HINDELOOPEN | LOOSDRECHT | MONNICKENDAM | PALMA | SINT ANNALAND | SNEEK





**CARPE DIEM** 191' (58M) Trinity 2011. 6 Staterooms  
C.A. Frank Grzeszczak 954.494.7096 or C.A. Kevin Bonnie +33.616.39.1959



**MI SUEÑO** 190' (58M) Trinity 2010. 7 Staterooms  
C.A. Mark Elliott 305.794.1167 or C.A. Kevin Bonnie +33.616.39.1959



**WHEELS** 164' (50M) Trinity 2009. 6 Staterooms  
C.A. Chany Sabates III 954.604.2253 or C.A. Mark Elliott 305.794.1167



**STREAMLINE** 161' (49M) Mondo Marine 2009. 5 Staterooms  
C.A. Kevin Bonnie +33.616.39.1959



**ONE MORE TOY** 155' (47M) Christensen 2001. 6 Staterooms  
C.A. Mark Elliott 305.794.1167



**CARPE DIEM II** 150' (46M) Trinity 2002/2011. 5 Staterooms  
C.A. Frank Grzeszczak 954.494.7096



**MIRAGE** 132' (40M) Heesen 1992. 5 Staterooms  
C.A. John Ciullo 954.494.1075



**WHEELS** 124' (38M) Trinity 2002. 5 Staterooms  
C.A. Chany Sabates III 954.604.2253



**GALILEE** 106' (32M) Westship/Westport 1995. 5 Staterooms  
C.A. Ron Morgenstein 954.309.9740 or C.A. Frank Grzeszczak 954.494.7096



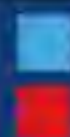
**SUNDAY MONEY** 100' (31M) Hatteras 2001/2012. 5 Staterooms  
C.A. Chany Sabates III 954.604.2253







**FOUR ACES** 183' (56M) Benetti 2005/2010. 6 Staterooms  
J.C.A. Mark Elliott 305.794.1167



**ZOOM ZOOM ZOOM** 161' (49M) Trinity 2005. 5 Staterooms  
C.A. Mark Elliott 305.794.1167



**DOMANI** 145' (44M) Benetti 2004. 5 Staterooms  
C.A. Mark Elliott 305.794.1167 or C.A. Frank Grzeszczak 954.494.7096



**BLIND DATE TOO** 115' (35M) Benetti 2003/2011. 5 Staterooms  
C.A. Kevin Bonnie +33.616.39.1959







**ORIANA** 96' (29M) Burger 1984. 4 Staterooms  
C.A. Roy Sea 954.980.7438



## INTERNATIONAL YACHT COLLECTION

YACHT

SALES  
CHARTER  
MANAGEMENT  
CONSTRUCTION

-  New Central Listing
-  Price Reduction
-  Also for Charter
-  Not for Sale or Charter to U.S. residents while in U.S. waters

FT. LAUDERDALE 954.522.2323  
PALM BEACH 561.844.2144  
MONACO +377.97.98.24.24  
NASSAU 242.363.4458  
NEWPORT 401.849.0834  
ST. MAARTEN +721.544.2515



info@iyc.com | www.iyc.com





## IN ALL FAIRNESS



### 2008 SUNSEEKER 90 YACHT

Engines: 2 x 1800hp Caterpillar C32  
Lying: South of France

£2,750,000 Ex VAT  
Joint Central Agent

## LADY FERYAL



### 2003 43M ALFAMARINE TRI-DECK YACHT

Engines: 2 x MTU 12V 4000 M90 2775HP  
Lying: Mallorca

USD 9,500,000 Ex VAT  
Joint Central Agent

## GEMINI



### 2004 FERRETTI CUSTOM LINE 94

Engines: 2 x MTU 16V 2000 M91  
Lying: Western Mediterranean

Euro 3,350,000 Ex VAT  
Central Agent

## HIGH ENERGY



### 2010 SUNSEEKER 88 YACHT

Engines: 2 x 1947HP MTU 12V 2000 M94  
Lying: United Kingdom

£3,300,000 Ex VAT  
Central Agent

## VIBE



### 2010 SUNSEEKER PREDATOR 74

Engines: 2 x MAN 1360HP V12  
Lying: South of France

£1,495,000 Ex VAT  
Central Agent

## NO COMPROMISE



### 2009 SUNSEEKER PREDATOR 84

Engines: 2 x 2434HP MTU 16V 2000 M93  
Lying: Greece

£2,750,000 Ex VAT



# dbeere yachts

## LEAVING ALL OTHER BROKERS IN OUR WAKE

With a reputation for excellence and unrivalled service within the industry,  
let Dbeere Yachts secure you the ultimate sale.

KITARO



### 2009 SUNSEEKER PREDATOR 92 SPORT

Engines: 2 x 2434 HP MTU 16V 2000 M93  
Lying: South of France

£3,750,000 VAT Paid  
Central Agent

BANDAZUL



### 2010 SUNSEEKER 88 YACHT

Engines: 2 X 1947HP MTU 12V 2000 M94  
Lying: Spain

£3,095,000 Ex VAT  
Central Agent

Dbeere Yachts Ltd, Sunseeker Wharf, West Quay Road, Poole, Dorset BH15 1HW

Tel: + 44 (0)1202 674747 24 hr GSM: + 44 (0)7831 217033 / +44 (0)7554 447533

Email: [info@dbeereyachts.com](mailto:info@dbeereyachts.com)

**[dbeereyachts.com](http://dbeereyachts.com)**



# SHIPYARDSDIRECT®

## **The best value charter for 2012 ... BY FAR**



## **Try before you buy...**

**In celebration of her first charter season,  
we offer a deal to beat all others...**

Treat your family to a cruise they will never forget onboard this pristine 29m Astondoa ... at a VERY special rate.

Should you decide to buy her, we'll refund 100% of your charter

**FOR SALE with an asking price of €2.8m**

M.Y. Martello

## **FOR SALE & CHARTER**

visit her e-brochure...[www.my-martello.com](http://www.my-martello.com)



# ...Incredible Relocation Sale

The owner of this magnificent Astondoa  
is emigrating and so we present this  
enviable lifestyle package for sale



Available  
individually  
or as a  
package deal

CENTRAL AGENT

To learn more, contact our office:

e: [info@shipyardsdirect.com](mailto:info@shipyardsdirect.com)

t: +33(0)6 21 34 07 53

t: +33(0)6 23 54 60 64

[www.shipyardsdirect.com](http://www.shipyardsdirect.com)



This beautiful manor house is set in  
3.2 acres of Surrey countryside with stunning views  
...and only 20 minutes from Gatwick  
Asking £1.25m

Rivarama 44

Cheapest on the market € 375,000





SALE &  
CHARTER

WORLDWIDE CENTRAL AGENTS

# NORTHERN STAR

248 Ft. (75.6m) Lürssen 2009

\*

SALE &  
CHARTER

WORLDWIDE CENTRAL AGENTS



KISMET 223 Ft. (68m) Lürssen 2007

\*

FOR  
CHARTER

WORLDWIDE CENTRAL AGENTS



LADY KATHRYN V 200 Ft. (60m) Lürssen 2011

\*

FOR  
SALE

WORLDWIDE CENTRAL AGENTS



UNBRIDLED 191 Ft. (58.2m) Trinity 2009

\*

SALE &  
CHARTER

WORLDWIDE CENTRAL AGENTS



IROQUOIS 164 Ft. (50m) Feadship

\*

SALE &  
CHARTER

NEW CENTRAL AGENCY



HARMONY 164 Ft. (50m) Westport 2010

\*

SALE &  
CHARTER

WORLDWIDE CENTRAL AGENTS



MADSUMMER 147 Ft. (44.6m) Feadship 2008

\*

\* Not offered for sale or charter to U.S. residents while in U.S. waters.



# MORAN

YACHT & SHIP





\* Not offered for sale or charter to U.S. residents while in U.S. waters.

1300 SE 17th Street Suite 204, Ft. Lauderdale, FL 33316  
T: +1 (954) 768-0707 • F: +1 (954) 768-0057 • E: sales@moranyachts.com

18/21 Malaya Dmitrovka, Moscow, Russia 103006 • T: +7 495 7712924

6 Christies Landing, Newport, RI 02840 • T: +1 (401) 619-5820

www.moranyachts.com • www.moranyachts.ru







### ISA 120' - 36,5m. - FIROUZEH

Her striking external lines offer progressive and unique styling with superb deck space and functionality.

Price: 6,9 M€ - Year: 2007



### MANGUSTA 105's - 32m. - SAIGON

Contemporary interior, immaculate condition. Best deal on the market in her range!

Price: 2,5 M€ - Year: 2004



### CANADOS 90' - 28m. - FUNKY TOWN

Fantastic charter yacht, immaculate and half price of brand new!

Price: 2,9 M€ - Year: 2009



### SANLORENZO 88' - 27m. - KEEP COOL

SL 88' built on speculation by the shipyard for the shipyard with all options.

Simply the nicest on the market.

Price: 3,85 M€ VAT PAID - Year: 2006



### LEOPARD - 26m. - COCA VI

Immaculate condition, modern interior, Jacuzzi, successful for charter.

Her berth in Antibes is also for sale!

Price: 1,49 M€ - Year: 2001



### Vismara 68' - 21m. - NAVETTA

Custom Yacht- Brand new - Full carbon at sacrificed price

A masterpiece of technology and Italian design.

Price: 1,8 M€ - Year: 2011

"Tender To" **Gaspard Yachts**

La Croisette, Port Canto, 06400 Cannes, France

Tel. +33 (0) 492 591 591 - Fax : +33 (0) 493 933 189

[WWW.GASPARDYACHTS.COM](http://WWW.GASPARDYACHTS.COM)



**Gaspard Yachts**

18, quai Saint-Pierre - 06400 Cannes, France

Tel. +33 (0) 493 930 939 - Fax : +33 (0) 493 933 189

Email: [sales@gaspardyachts.com](mailto:sales@gaspardyachts.com)



BLUE ICE - PALMER JOHNSON 150' - 47m. - 2009

Central Agent for Charter

Sold, managed and chartered by Gaspard Yachts

*A Masterpiece of design and performance!*



Sales - Charter  
Management

LUXURY YACHTS





Last Cantieri di Pisa built

BLINK 41m



AKHIR  
Year 2009  
€ 12,500,000

FULTON 110+ 34,3m



Project to be completed



FULTON YACHTS  
Year 2008  
€ 1,800,000



Commercial

CRISTAL 1 24m



LEOPARD  
Year / Refit 2002 / 2007  
€ 1,090,000

HAIGAN 27,5m



Never commissioned

HARWAL  
Year 2010  
€ 2,300,000



VAT Exempt

AYOUCCHKA 28,7m



Major Price reduction

SEQUENCE 27m



Commercial

RED SKY 28,1m



BENETTI 26S  
Year / Refit 1975 / 2009  
€ 1,750,000

ADMIRAL  
Year / Refit 1983 / 1999  
€ 450,000

GUY COUACH  
Year 2002  
€ 1,900,000

VAT Paid

CLAN 2 19m



Commercial

QUEEN OF ANDAMAN 41m



CARLINI RIMINI  
Year 2008  
€ 1,980,000

SEALYON YACHT  
Year 2007  
€ 6,500,000

Commercial

FLECHE D'ARGENT 18,7m



OTAM  
Year / Refit  
1999 / 2012  
€ 730,000





BENETTI Sail Division 24 m 2001/2011

1.950.000 € VAT included (+options)

FINANCING AVAILABLE



FALCON 27 m 2008



1.890.000 €

**RAYMOND DU PUY: BENETTI Sail Division** 24 m 2001/2011. Marvellous Displacement yacht: Steel Hull and aluminium superstructure. Gentleman yacht feeling with a high reliability and security due to a 2001 building and a 2011 total refit and technical upgrade. Stabilizers, Satellite TV, etc.... 2 master cabins + 2 guests cabins for 8/10 guests. Option Hard Top and option Jacuzzi on request.

**Central agency. Financing Available**

**For SALE: 1.950.000 € VAT included (+options)**

**FALCON 27 m 2008.** Very nice modern designed specimen of well known FALCON model. As new. 140 engine hours. 2x1.800 MTU. Full option.

**For SALE: 1.890.000 €**





BENETTI Sail Division 110 2008

5.400.000 €

FINANCING AVAILABLE



AZIMUT 98 LEONARDO delivery 2005 2.950.000 € + 2,5% European Vat FINANCING AVAILABLE

**EVERGREEN V: BENETTI Sail Division 110'** is unique. Gentleman yacht recently built: 2008. Combining 1930' style with a modern and comfortable interior design. Incredible outside and inside volume giving a 140' yacht feeling. Flexible accommodation for 8/12 guests, 8/4 crews. Most modern extras: electronics, communication, 0 speed stabilizers, etc....

Central agency. Financing Available For SALE: 5.400.000 € CHARTER: 68.000 € / week

**AZIMUT 98 LEONARDO** Great original model. Delivery 2005. Perfect state. Full equipment.

Financing Available

For SALE: 2.950.000 € (+2,5% European Vat)

# YACHT PROPERTY INTERNATIONAL

Gibraltar - Balearics - Riviera - Malta

contact: [info@yacht-property-international.com](mailto:info@yacht-property-international.com) +34 638 755 556

YACHT & PROPERTY



INTERNATIONAL



## Visit our Display at the Palm Beach Boat Show - North Docks - March 22-25

Palm Beach Boat Show



**106' WESTSHIP 1998.** 2-MTU 8V396TE94. Full beam Master s/r + VIP & 3 Guest s/r's. Fully equipped country kitchen w/ample storage. Great flybridge w/jacuzzi, wetbar, stereo system, etc. Consistently & professionally maintained. Contact Central Agent: David C. Lacz (401) 641-2951 or dclacz@bartbrak.com

Palm Beach Boat Show



**95' 2008 Maccariki Nevergantes - SC.** A beautiful custom built world motor sailer that has all of the modern electronics, equipment & machinery available. Her interior workmanship is top quality...A must see world motor sailer. Contact Central Agent: David C. Lacz (401) 641-2951 or dclacz@bartbrak.com

Palm Beach Boat Show



**74' 1982 Stephens Marine.** 3 ensuite staterooms /including crew. T/12V71TI's, 650 hp. New bow thruster, new electronics 2011. Meticulously Captain maintained. Contact Central Agent: David C. Lacz (401) 641-2951 or dclacz@bartbrak.com

Palm Beach Boat Show



**90' DEREKTOR EXPEDITION M/Y1979.** 3 Owner's s/r's include en suite master s/r. Twin CAT 3408, 500 hp ea.- transatlantic range, stabilized. Complete enclosed flybridge designed & built at Derektor's along with new exterior paint job, new swim platform. MUST SEE. Contact Central Agent: David C. Lacz (401) 641-2951 or dclacz@bartbrak.com

Palm Beach Boat Show



**96' 1980 Custom Huckins Yacht-Fisherman.** CAT 3412 diesels, 890 hp. Largest Huckins built-one-of-a-kind Custom Yacht. • 4 s/r layout w/full beam aft master cabin. • Great fuel efficiency. Top speed 30kts. Meticulously Captain maintained. ONE-OF-A-KIND-YACHT! Contact Central Agent: Andrew LeBuhn (415) 407-9915 or alebuhn@bartbrak.com

Palm Beach Boat Show



**42' 2003 Wesmac.** Custom made sportfish built at Wilbur Yachts in Maine. Electronics replaced & updated in 2007. Single engine Caterpillar. Kept in pristine condition. Contact Central Agent: Andrew D. LeBuhn (415) 407-9915 or alebuhn@bartbrak.com

Palm Beach, FL



**75' 1965 Trumpy Motor Yacht.** Meticulous restoration in 2005 and exquisite care since. Seakeeper Gyro Stabilization installed 5/10. Engine re-build 8/10. Bow thruster. Truly a "Must See". Located in Palm Beach, FL. Contact Central Agent: Tom Babbitt (401) 447-2373 cell or tbabbitt@bartbrak.com



**98' BENETTI 1962.** Twin GM 12V71, 450 hp. Twin generators. Refit in 1992/2011. 4 Staterooms - Vast deck spaces aft and upper. Prior to private use was a very successful charter yacht. Gentleman's yacht waiting for your personal touch. \$495,000 Contact Central Agent: Joe Bartram (954) 328-7500 or jbbartjr@bartbrak.com

Ft Lauderdale, FL



**83'7" 1963 Trumpy Cockpit M/Y.** Only one of its kind. 3 s/r's. Total exterior refinishing complete. Show condition. Immaculate appearance. Contact Central Agent: Joe Bartram (954) 328-7500 or jbbartjr@bartbrak.com



**60' 1947' Trumpy.** Beautifully maintained. 3 s/r + crew. All new exterior refinishing. Reliable GM 671's. Contact Central Agent Joe Bartram (954) 328-7500 or jbbartjr@bartbrak.com



**57' 1995 TollCraft M-Y.** Twin Detroit Diesel GM8V92TA engines. Built & customized for original owner. Recent upgrades include Berber carpeting. Large 125 sq. ft. cockpit. Spacious white ash interior. Ensuite master & 2 guest staterooms. Contact Central Agent: David C. Lacz (401) 641-2951 or dclacz@bartbrak.com



**57' 1962 Trumpy Flush-Deck.** Complete interior & exterior refit in 2005. Twin GM8V71N's overhauled. Two owner's staterooms w/ensuite baths. Crew accommodations for two forward. One of the finest available today. Owner will consider trades or partnership. Contact Central Agent: Joe Bartram (954) 328-7500 or jbbartjr@bartbrak.com



**48' 2006 Custom Deck Salon Sloop.** 2 dbl s/r's w/heads & showers. Equipped for shorthanded sailing with all sheets & halyards leading to cockpit. Meticulously maintained. Contact Central Agent: Bruce Brakenhoff (401) 225-9537 or bbrakenhoff@bartbrak.com



**48' 1928 Classic Motor Yacht.** Refit in 1990 with attn. to retaining classic charm. Detroit Diesel & Westerbeke 6 KW genset. 3 s/r's and two heads, main salon plus day lounge Good maintenance. Realistic Price. Contact Central Agent: Bruce Brakenhoff (401) 225-9537 or bbrakenhoff@bartbrak.com



**44' 1990 ALDEN CUTTER.** Bristol condition. A true classic. Located in the Bahamas. Contact Central Agent: Dick Thursby (203) 613-8381 or dickthursby@bartbrak.com



**Visit our Display at the Palm Beach Boat Show - North Docks - March 22-25**



Palm Beach Boat Show

### INNISFAIL 92' 1939 Trumpy

Innisfail is one of a few remaining pre war "Grande" Mathis Trumpy motor yachts. She has been painstakingly refitted by her present owner over the past five years and in January 2012 she underwent a new inclining test for the USCG to recertify her for 70+ passengers for hire. She represents the golden age of U.S. yachting and has been host to 5 U.S. Presidents, dignitaries and foreign heads of state during her career. Innisfail offers 3 owners ensuite staterooms, plus crew quarters for 6. Her new on deck galley will facilitate family usage or will accommodate large corporate entertaining. Engines are twin GM diesels with twin generators. State of the art electronics and navigational aids have been installed during her refurbishment. Innisfail has been maintained in beautiful condition and is an American yachting icon. She is available at a fraction of her replacement cost and well below the owner's investment.

To see more please visit: [www.yachtinnisfail.com](http://www.yachtinnisfail.com)



Palm Beach Boat Show

### EMPRESS 58' 1947 Consolidated

This remarkable vessel has enjoyed only 3 owners since being commissioned in 1947. She has always been professionally maintained with a crew of 1 or 2. She underwent a refit in excess of 1 million in 2000 at Derecktor's Shipyard in Mamaroneck, NY. She has had a new bottom, rewired, replumbed, new engines, generators, pumps, compressors, etc. All electronics and aids to navigation have been replaced or updated. Brightwork recently revarnished. Hull is repainted annually. The detail incorporated into this yacht is exquisite. She is a classic which has defied time and has many years left with the proper care. EMPRESS is being offered at a fraction of her replacement cost, and is available for immediate use.



**Contact Central Agent Joe Bartram: Office: (954) 779-7377, Cell (954) 328-7500, email: [jbbartjr@bartbrak.com](mailto:jbbartjr@bartbrak.com)**

FT. LAUDERDALE, FLORIDA

[www.bartbrak.com](http://www.bartbrak.com)

NEWPORT, RHODE ISLAND



# Seanergy Limited

Contact Miles Clark (852) 2366 2183 or (852) 9463 5387

E-mail: [seanergy@seanergy.com](mailto:seanergy@seanergy.com)

Website: <http://www.seanergy.com>

## Northern Sun

50m 1976/2008 Very stable, huge range, ice strengthened hull. She is continually upgraded, recently painted, new teak deck and forward seating area. Now ready to cruise the world. Asking USD15,000,000.



## Braveheart

49.4M 1989/2011 Lovely timeless lines, new galley, modified sky salon, new teak, W6 on main engines 2011, 2 new generators. Ready for her new owner. Asking USD12,500,000.







SINCE 1972

## ARIS DRIVAS YACHTING



### S/Y RUNNING ON WAVES

**Shipyard** Segel Masten Yachten

**Launched** 2011

**Full SOLAS**

**LOA** 64m

**Cruising Speed** 8.5 knots

**Engines** Volvo Penta 1x650 HP

**Tenders** Arimar 6.7m, 115 HP

Viking 4.75m, 40 HP

**Guests** 45 maximum

**Crew** 19

**Cabins** 18 (1 mini suite, 8 double, 1 twin,  
8 twins with pullman bed)

**Asking price** Euro 32.000.000

**Charter prices** €140.000/week (15/4-14/10)

€119.000/week (12/3-14/4 & 15/10-11/11)

€105.000/week (12/11-29/12)

€ 84.000/week (rest of year)

17, Gr. Lampraki,

185 33 Pireaus, Greece

T: +30210 41 13 194,

F: +30210 41 18 818,

email: [info@adyachting.com](mailto:info@adyachting.com),

url: [www.adyachting.com](http://www.adyachting.com)

[www.greekyachts.gr](http://www.greekyachts.gr)



# ALL OCEAN YACHTS

NEW CONSTRUCTION | BROKERAGE | CHARTER | CREW PLACEMENT



## SAN DIEGO OFFICE

10550 Sunset Ridge Dr.  
San Diego, CA 92131  
Phone: 619.702.2450  
Web: BuyExplorerYachts.com

## THE MARINE BUILDING

777 SE 20<sup>th</sup> St. Suite #200  
Fort Lauderdale, FL 33316  
Phone: 954.671.0107  
Web: AllOceanYachts.com



**175' (53.3M) PROTEUS | RYSCO FLORIDA | 1977 / 2009**  
\$3,850,000



**130' (39.6M) PHOENIX | DAVIE-ROCKLAND SHIPYARD | 1973 / 2008**  
Reduced to \$2,950,000



**ALL OCEAN 100' (30.5M) | LUIZ DE BASTO DESIGN | 2013**  
\$7,995,000



**135' (41M) INACE AFT HOUSE EXPLORERS | 2013**  
Price on request



**120' (36M) / 126' (38M) INACE AFT HOUSE EXPLORERS**  
Starting at \$11,550,000



**ALL OCEAN 90' (27.4M) | LUIZ DE BASTO DESIGN | 2013**  
\$7,495,000



Visit [www.alloceanyachts.com](http://www.alloceanyachts.com) for all of your Explorer Yacht and Long Range Yacht needs: Brokerage, Charter, New Build and Crew!



**85' (25.9M) BLUE LADY | ROSSATO | 1992**  
€1,400,000



**80' (24.4M) DAUNTLESS YACHTS | 2013**  
\$4,425,000 | 90' & 100' MODELS ALSO AVAILABLE



**78' (23.8M) BREEZERS | POOLE BOAT COMPANY | 1979 / 2002**  
**ULTIMATE SPORTFISHER/DIVE EXPLORER YACHT**  
Only \$1,600,000 USD



**73' (22.3M) DAUNTLESS YACHTS | 2013**  
\$3,800,000 | 90' & 100' MODELS ALSO AVAILABLE





Guy Gurney

*Symmetry* is a one owner custom yacht constructed to the highest standards in advanced composites by Yachting Developments. Her interior is well-designed and beautifully crafted in quarter-sawn teak, the arrangement includes a deckhouse affording unobstructed 270° views and three staterooms, plus crew quarters. *Symmetry* has proven herself to be a comfortable world cruiser whose sailing qualities will please even the most performance oriented yachtsman.

For additional information, or to schedule a personal inspection, contact Doug Fredericks.



Fredericks Power & Sail

Newport Beach, California  
Tel: 949.854.2696

[info@fpsyachting.com](mailto:info@fpsyachting.com)

Not for sale or charter to U.S. residents while in U.S. waters.

*Symmetry*

96' Frers Performance  
Sloop

Built by  
Yachting Developments  
New Zealand

Launched  
2004





## Riva 86' Domino

Contact us for a interesting deal!



Year: 2011 | L.o.a.: 26.40 m. | Beam: 6.20 m. | Draft: 1.82 m. | Cabins: 4 + 1 | Engines: 2 x MTU 16V 2000 M93  
Propulsion: v-drive/shaft drive | Speed: 38 knots | Fuel tank: 7.500 lt | Fresh water tank: 900 lt

## Riva 92' Duchessa

Contact us for a interesting deal!



Year: 2010 | L.o.a.: 28.23 m. | Beam: 6.75 m. | Draft: 2.30 m. | Cabins: 4 + 3 | Engines: 2 x MTU 16V 2435 Hp  
Propulsion: v-drive/shaft drive | Speed: 29 knots | Fuel tank: 9.000 lt | Fresh water tank: 1.320 lt

Riva



Pershing

Itama



LENGERS  
YACHTS

Lengers Yachts. Preferred supplier of a wonderful time.

Lengers Yachts BV is official distributor for the Ferretti Group for Germany, the Netherlands and Belgium.

www.lengersyachts.nl / Phone: +31 (0)294 256 156

www.lengersyachts.de / Phone: +49 (0)211 544 103 08





## SW 100 RS Cape Arrow 2011

30,20m designed by Farr Yacht Design & Nauta Design, High Spec construction, MCA coded, Cayman Islands flag, lying in Genoa (Italy)



## SW 78 RPN Mrs Marietta 2002

23,99m designed by Reichel Pugh & Nauta Design, refit Autumn 2011, UK flag, VAT paid, lying in Genoa (Italy)

# brokerage

SOUTHERN  
*Wind*

sws-yachts.com  
sales@pegasoyd.com  
+39 010 570 4035

CUSTOMER CARE  
SOUTHERN  
WIND  
VERIFIED





*Brokerage, Charter, Management & Berth*

*MS yachts*

*Independent to serve you better*



*Riva Dolce Vita 70' (21.4m) built in 2004  
Reduced to: €900,000*



*Leopard 24m built in 2003  
Owner wants her sold! All offers invited!*



*Majesty Gulf Craft 125 (38.4m) built in 2010  
Cruising Med – €129,000/week*



*Sunseeker Predator 84' (17.6m) built in 2009  
Asking price: €2,850,000*



*Sunseeker Predator 52' (17.6m) built in 2010  
Asking price: €750,000*



*Princess V65' (20.33m) built in 2000  
Reduced to: €300,000*

*Come and visit our new website! [www.ms-yachts.com](http://www.ms-yachts.com)*

*MS Yachts Hoegen Holding – Residence Centre Croisette – 57, la Croisette – 06400 Cannes – France  
Tel: +33 (0)4 93 99 03 51 – Fax: +33 (0)4 93 39 42 57 – [contact@ms-yachts.com](mailto:contact@ms-yachts.com)*

*[www.ms-yachts.com](http://www.ms-yachts.com)*





# PETER INSULL'S

YACHT MARKETING



## Bleu de Nîmes

59 m / 193' Expedition Yacht 1980 / 2006 For Sale and Charter

Marketing • Yacht Charter • Construction Consultancy • Management • Brokerage • Crew Agency

Sales tel. +33 (0) 493 34 44 55 yacht@insull.com Charter tel. +33 (0) 493 34 22 42 charter@insull.com www.insull.com





## SWAN 90S

**ALIX** launched in 2009, this spectacular full-carbon yacht is one of the most beautiful Swans ever built. Maintained in excellent conditions, she features contemporary style interior. Owner's quarters aft plus 3 guests cabins, each with en-suite heads. Forward crew area. Fully MCA certified, PBO rigging, tender garage, very inclusive electronic package. Alix incorporates ultimate performance together with world class comfort. Located in Italy

This is an unique opportunity to buy this beautiful yacht at a very attractive price for an immediate delivery Asking price : 6 900 000€

### France

Port de la Darse - 06230 Villefranche sur Mer  
Tel. +33(0)4 93 01 90 02 Fax. +33(0)4 93 01 98 84  
Email. [info@nautorvillefranche.com](mailto:info@nautorvillefranche.com)

### Suisse

Rte de Thonon 152C  
CH 1222 Vesenaz  
GSM : +41 79 309 39 09





# GOOD DEALS & PLEASURE

4 Italian opportunities seriously for sale



**WONDERFUL. LIKE NEW**

**Eur 3.000.000**



**MY ARROW | CNC 95**

Interiors by Hot Lab Yacht Design

Great equilibrium in the layout, prestigious materials. Fully equipped with the latest technologies. Extended Warranty.  
28,5 X 6,5 : 2010 : GRP : 4 CABINS + 2 CREW CABINS



**PRESTIGIOUS. LIKE NEW**

**ALEICA | AKHIR 90**

Cantieri di Pisa's high quality and style. Extended Warranty. Carlo Galeazzi's design. Registered below 24 metres.  
27,5 X 6,61 : 2010 : GRP : 4 CABINS + 2 CREW CABINS

**Eur 3.800.000**



**THE FINEST STEEL "WORLD TRAVELLER"**

**GRAND CRU III | BENETTI SAIL DIVISION 115 WT**  
The best yacht in its category, P.B. Behage project. With a range of 5.000 miles. Refined and technologic.  
36,1 X 7,65 : 2009 : STEEL/ALLUMINIUM : 4 CABINS + 3 CREW CABINS



**A SUPER CLASSIC ROUND STERN YACHT**

**MR WHITE | BENETTI SAIL DIVISION 79 FD**  
Very refined interiors with bright fittings. Excellent layout with big fly area. Long range, fuel capacity 20,000 litres.  
25,95 X 6,18 : 2006 : STEEL/ALLUMINIUM : 4 CABINS + CREW

**East Coast Yacht Brokers**

**ECYB**

ECYB S.r.l.  
Viale San Bartolomeo 839 19126 La Spezia Italy  
Showroom via Byron, 13  
Fiascherino di Lerici 19032 Tellaro  
T. +39 0187 284102 F. +39 0187 517765  
[info@ecyb.it](mailto:info@ecyb.it) [www.ecyb.it](http://www.ecyb.it)



Presence at Antibes 12 / 15 April 2012



VELMAR Yacht Broker & Agent  
9, av. des Castelans - 98000 Monaco  
T. +377 92057790 F. +377 92052717  
[velmary@monaco.mc](mailto:velmary@monaco.mc)  
[www.velmaryacht.com](http://www.velmaryacht.com)



# WORTH AVENUE YACHTS



SALES | NEW CONSTRUCTION | CHARTER



561.833.4462 | [WorthAvenueYachts.com](http://WorthAvenueYachts.com) | [Team@WorthAvenueYachts.com](mailto:Team@WorthAvenueYachts.com)  
150 Worth Avenue, Suite 136 | Palm Beach, FL 33480



HARBOUR ISLAND 180'0" (54.9 m) 2011 NEWCASTLE SHIPYARDS



NOT FOR SALE TO US RESIDENTS WHILE IN US WATERS

DAKOTA 153'0" (49.0 m) 2000 CODECASA



NAMOH 125'0" (38.1 m) 2003 CHEOY LEE



NOT FOR SALE TO US RESIDENTS WHILE IN US WATERS

VICTORIA DEL MAR 121'0" (36.9 m) 2001/2008 MOONEN



RUSALKA 118'0" (36.0 m) 1994/2004 CHRISTENSEN



CINQUE STAR 116' (35.4 m) 2010/2011 AZIMUT



SURYA 85'0" (25.9 m) 2004/2005 PACIFIC MARINER



MONTAGE 80'0" (24.4 m) 2009 OCEAN ALEXANDER





## 136' ASTILLEROS CELAYA 1985/2005

4 Staterooms + crew quarters, Spacious on-deck living, 1985/2005 refit Gage Powell  
 Steel construction, Superb condition, S&S design [gage@ardell.com](mailto:gage@ardell.com)



## 117' CUSTOM MOTORYACHT 2007

One owner, Intricate Italian granite throughout, Zero speeds, Tender garage Brian Hermann  
 Immaculate condition, Videos available, Massive price reduction! [brian@ardell.com](mailto:brian@ardell.com)



## 100' FALCON 2000

4 Staterooms + 3 crew, Large Salon for entertaining, Fast 26 kts, Beautifully Brian Hermann  
 Finished cherry interior, Raised pilothouse with Flybridge, Video avail [brian@ardell.com](mailto:brian@ardell.com)



## 104' CBI NAVI 1998

3 Staterooms + 6 crew, Full paint job 2008, Mechanical refit 2010 Jeromy Mold  
 Navigation & Communications upgrades 2011, Immaculate condition [jeromy@ardell.com](mailto:jeromy@ardell.com)



## 88' KNIGHT & CARVER 1988

Cockpit motoryacht, 3 Staterooms + 2 crew, 21'7" beam Jim Elliott  
 Refitted in 2005/2006 & updated in 2010, Custom built in 1988 [elliott@ardell.com](mailto:elliott@ardell.com)



## 84' NORTHERN MARINE 2006

3 Staterooms + crew, Single Cummins 600hp diesel, Trans-oceanic range Tom Corkett  
 Bow & stern thrusters, Furuno electronics, Fresh bottom paint [corkett@ardell.com](mailto:corkett@ardell.com)



## 80' OCEAN ALEXANDER 2007

Ed Monk design, 3 Staterooms + crew, 3 heads, Stabilizers, Onan Gensets Todd Rittenhouse  
 Hydraulic bow & stern thrusters, Furuno electronics, LLC ownership [rittenhouse@ardell.com](mailto:rittenhouse@ardell.com)



## 74' SUNSEEKER PREDATOR 2010

Sport fly model, Low hour twin 1,800hp MAN V-12's, Jet RIB in garage Mason Staring  
 Bow & stern thruster, 3 Staterooms, 3 heads, Black American walnut finish [mason@ardell.com](mailto:mason@ardell.com)



# Yeratel

**130**  
**WESTPORT**  
**FOR SALE**



www.o2gam.com Photos S. Gamelin



Builder : WESTPORT  
Build / Refit : 2003 / 2010-2011  
LOA : 39,01 / 130"  
Beam : 7,77  
Draft : 2,00  
Hull material : Fiberglass  
Engines : 2 x 2735 HP - MTU/DDC 12V 4000  
Yacht equiped for use 220/110 volts

Maximum speed 28 Knt  
Cruising speed 24 Knt  
Cruising Range (with 10% reserve)  
12 Knt 3450 NM  
15 Knt 2150 NM  
18 Knt 1450 NM

Cabins Guest : 5 - Cabin Crew : 4

Tender & Toys  
2 x Jetski Bombardier Sea Doo GTX 4-TEC  
1 x Novurania semi-rigid Tender, 17 530 - 2003  
1 x 115 HP Yamaha 4 stroke Outboard Motor  
1 x Mini Propeller Sea Doo's  
HOT TUB 2 x 11 KW heater refitted

**\$ 11.900.000 ex vat**

Offers and part exange considered

LOCATION : South of France  
Rental mooring available

Contact : Bart van den Heuvel - +33 (0)6 14 34 81 25 - bart@homeport.fr

**www.wesport-yeratel.com**



# THE SUPERYACHTS

# 25

VOLUME TWENTY-FIVE 2012

## THE WORLD'S FINEST SUPERYACHTS

Choose your favourite cover whilst receiving  
the same great content inside each edition



**ECLIPSE**  
the world's largest yacht



**PALLADIUM**  
exquisite innovations and styling



**PHOENIX²**  
staggering drama in design

### 2012 BOOK HIGHLIGHTS

• 3 collector edition covers • World exclusive superyacht reviews • A record 25 new yachts captured in 695 photos plus deck plans • 12 featured superyachts join the Register of the World's Largest Yachts • Quarter-century Superyachts Timeline – reflecting on the historical significance of many yachts featured since 1988



[estore.boatinternationalmedia.com](http://estore.boatinternationalmedia.com)



**+44 (0) 20 8545 9330**

(please quote SY3P)



# EXPLORE THE WORLD



**COPASETIC** embodies an uncommon combination of comfort, seaworthiness, endurance, and function. Commissioned by an experienced yachtsman and engineered with uncompromising attention to detail, she features four spacious guest staterooms, a gym, owner's private deck with ensuite head and Jacuzzi tub, full pilothouse with navigation office and captain's quarters, a top deck whirlpool and separate crew accommodations. Additional specifications include 3508B Caterpillar engines with five year extended warranty, 4600-gpd water maker, Quantum hydraulics with at-anchor, active fin stabilization,

LOA: 141' (43.0m)  
Year: 2006  
Beam: 31' (9.4m)  
Builder: Hike Metal Products  
and Shipbuilding LTD  
Draft: 7'7" (2.3m)  
Speed: 12-13 knots  
Type: Expedition Yacht  
Price: \$19,900,000  
Flag: Cayman Islands

*ABS Maltese Cross A1 AMS Commercial Yachting Service, Unrestricted; MCA LY2 Compliant; ABS Five Year Survey passed September 2011; Extensive Maintenance and New Paint September 2011*

fully compliant GMDSS station, 20,000 gallons of fuel capacity, 10,000 gallons of ballast water capacity, keel coolers, two 99KW generators. Tenders include a diesel powered 32' SeaVee and 22' Nautica diesel jet tender. A Palfanger knuckle boom crane and single point pick-ups on tenders facilitate simple, rapid deployment. Fully equipped flybridge helm with redundant electronics and hard top. Maintained to the highest standards, COPASETIC is a totally functional, luxuriously appointed, reliable and capable, long range vessel designed to support an array of tenders and operate independently for extended periods.

Please contact Central Agent **BEN SNEAD** at (252) 675-5555



**EXPEDITION YACHTS INTERNATIONAL**

[www.expeditionyachts.com](http://www.expeditionyachts.com)



# 2011 DELIVERY - AVAILABLE NOW

DELTA AND CATERPILLAR FINANCIAL TEAM UP TO COMPLETE PROJECT MONARCH



Monarch is now complete and ready for immediate delivery. She is currently located in Seattle, as seen in the image above, and can be available for viewing at any time. This striking yacht combines the strengths of two long-standing companies, Delta Marine and Caterpillar Financial Services with the talented design of Jonathan Quinn Barnett. Construction of this 151-foot motor yacht has just been completed at Delta's yard in Seattle. Financing for the Monarch is available through Cat Financial for qualified buyers. For additional details, pricing information, or to set up an appointment to see the Monarch, please contact [delta@deltamarine.com](mailto:delta@deltamarine.com) or +1 206 763 2383.







## SUNSEEKER PREDATOR 52'

2009 | 2 x 800hp MAN | 3 Cabins  
Price upon request | Trade-in available  
*On display during Antibes Yacht Show 2012*



**ATLANTIS 55'**  
2004 | 2 x 710hp CAT. | 3 Cabins  
€ 550,000 | V.A.T not paid  
*On display - AYS 2012*



**AICON 64' (Tenderlift)**  
2005 | 2 x 1.300hp MAN | 4 Cabins  
Price upon request & Trade-in available  
*On display - AYS 2012*



**ELEGANCE 64'**  
2009 | 2 x 1.360hp MAN | 3 Cabins  
Price upon request & Trade-in available  
*On display - AYS 2012*



**PRINCESS V65**  
2002 | 2 x 1.300hp MAN | 2 Cabins  
€ 450,000 | V.A.T paid



**MAIORA 24M**  
2006 | 2 x 1.300hp MTU | 4 Cabins  
€ 1,815,000 | ex. V.A.T



**PERSHING 88'**  
2005 | 2 x 2.000hp | 4 Cabins  
€ 1,600,000 | Lease running

### ABYS YACHTING

Antibes | Fréjus | Monaco

9, Avenue Saint-Roch | 06600 Antibes

Tel : +33 (0) 493 347 045

Mail : [contact@abys-yachting.com](mailto:contact@abys-yachting.com)

**NEW BUILDS | BROKERAGE | CHARTER | MANAGEMENT | AFTER SALES**



**- CA - LISTINGS**



**Shamoun** - 108 ft Hoek Design centreboard classic sloop, Dutch Built, 1999, aluminium, 8 guests, 4 crew, 2 gensets, 2 main engines, hydraulic divingplatform - Also available for charter.



**Drumfire** - Truly Classic 78 ft Hoek Design, Bloemsma Aluminiumbouw, 2007, aluminium, 6 guests, 2 crew, Perkins Sabre m 185C Great regatta performer.



**Jan de Vries** - 70 ft Hoek Design semi classic sloop, Claasen Jachtbouw, 2003, aluminium, 6 guests, 1 crew, Perkins Sabre M 185 C, designed for short handed sailing.



**Lisa** - 59 ft pilot cutter Dijkstra Design, Bloemsa Aluminiumbouw, 2008, aluminium, 7 guests in 3 cabins, Nanni 4.330TDI, easy to sail short handed.



**Corian** - Truly Classic 56 ft Hoek Design, Holland Jachtbouw, 2001, aluminium, 8 guests in 3 cabins, Steyr M144VTI turbo diesel, designed to be sailed by a couple.



**Bartelli II** - 56 ft Hoek Design classic sloop, Combi jachtbouw, 1997, woodcore, 6 guests in 3 cabins, Yanmar 4JH2-UTBE, overlapping headsails and spinnaker

For inquiries please contact Pieter van der Weide: + 31 (0) 653 612 691

Grote Kerkstraat 23 1135 BC Edam The Netherlands

T +31 (0)299 315506 F +31 (0)299 315530 [info@hoekbrokerage.com](mailto:info@hoekbrokerage.com) [www.hoekbrokerage.com](http://www.hoekbrokerage.com)



# GREAT PRICE REDUCTION!

NEW ASKING PRICE **€ 4 000 000** and additional bonus for selling broker

## AZIMUT 116 2005

LOCATED IN MONACO



**TYDO**  
TOP YACHTS DIVISION GROUP

Contact: Ksenia Demydova

Mob.: +38067 746 76 40, [www.topyachts.com.ua](http://www.topyachts.com.ua)

e-mail: [k.demidova@topyachts.com.ua](mailto:k.demidova@topyachts.com.ua), [office@topyachts.com.ua](mailto:office@topyachts.com.ua)



## NORSEMAN

INVITING EXPRESSIONS OF INTEREST €4,500,000

Rarely do boats like Norseman, an Italian built Falcon 90 come onto the market. Norseman represents the pinnacle of European boating design, finish, performance and style. She is constructed for charter operations in European waters with RINA 100-A-1.1 "Y" European certification. She has only ever been used privately and features 3 large guest cabins with en-suites and boasts a large full beam master stateroom with en-suite and walk in robe.

The large cockpit offers full undercover dining, extending through large stainless bulkhead doors into a beautifully appointed saloon. Forward stairs lead up to the spacious outdoor living area with a fully appointed helm station, day bed, adjoining dinette, purpose built BBQ and refrigeration.

The MTU Series 91 engines, that have completed just 500 hours of their 2000 manufacturer warranty, give her exceptional performance in all conditions and is notably fuel efficient with a general cruising speed of 12 knots using just 140 litres per hour. She also boasts an impressive 28 knots at full throttle, whilst maintaining a consistently soft ride.

Having spent two seasons in the Mediterranean and two seasons in Australia, Norseman now resides at Southport Yacht Club on the Gold Coast with expressions of interest sought.

For further information visit [www.falcon90.com.au](http://www.falcon90.com.au), or call Hans Stolz from Yacht Services Pty Ltd on +61 458 338 282 or email [mvnorseman@gmail.com](mailto:mvnorseman@gmail.com)

## FALCON

90' MOTORYACHT

[www.falcon90.com.au](http://www.falcon90.com.au)





Oyster 82'

**£2.6m + VAT**  
Lymington

SYS build, with iconic Humphreys' lines, she has been skipper cherished since before hatch. From 2004, her metallic livery and pearlescent rig are a talking point in any anchorage. Coded to the hilt, and comes with an onboard computer that Nasa would do well to consider for the shuttle. In gleaming shape, the necessary truckloads of splosh are unstintingly expended.



Farr 72'

**\$695,000**  
Fort Lauderdale

Nice sailing yacht from Southern Wind – she comes with a deck layout built for uber selfish sailors – you can do it solitary – yes really. From 1991, her interior is altogether a different kettle of fish, with all the gizmos from aircon to ultrasuede and a conventional layout for family and foe. Also comes with a total absence of teak up top, thus delivering both plug and play, and wash and go – how cool is that?



Nordhavn 57'

**\$995,000**  
Eastern Mediterranean

4 wheel drive clockwork yacht from 2001, she comes with twin 420hp Cats, enough range for a trip round the solar system, and a Portuguese bridge! Sorted for very serious passages, she's been there and done all that – planet circuit accomplished. Why choose any other – when you can take the one that already knows the way...?



Moonen 58'

**£475,000**  
Scotland

Impossibly charming motoryacht as Moonen can in 1993, she is perfect for our shocking Northern climes, yet comes with all the caboodle for warm water adventures too. Much loved, this owner's cheque writing hand has done sterling service, she is ready to sail. Perfect innards for 4 (why would you ever want more than this) and she has a wheelhouse that you will seriously dig.



# DREAM | DIAMONDS ARE FOREVER



## AVAILABLE FOR CHARTER

This stunning 2011, 200'/61m BENETTI features a signature Evan Marshall interior comprising of two panoramic master suites, four guest staterooms, elevator to all decks, a full beam skylounge and vast open & shaded deck areas.

Peter Thompson [pt@ocyachts.com](mailto:pt@ocyachts.com) +44 7788 755334

Michael White [mike@ocyachts.com](mailto:mike@ocyachts.com) +44 7785 360845

ZÜRICH | ALBOURNE | ANTIBES | ATHENS | AUCKLAND | DUBAI | DÜSSELDORF | FORT LAUDERDALE |  
GENEVA | LONDON | MONACO | MUMBAI | NEW YORK | PALMA DE MALLORCA | VIENNA |

OCEANINDEPENDENCE.COM



SEE AT PALM BEACH INTERNATIONAL BOAT SHOW, MARCH 22-25



OCEAN





## MALUHEA - NEW CENTRAL AGENCY

A smart looking Navetta 30m from 2003 (2012), recently repainted at the Riva Shipyard now sporting Ferretti's desert beige hull colour. Fresh in all aspects inside and out. Kept in A1 condition. Sleeps 8/10 guests in 4 cabins. Offers welcome.

Price: 4,200,000 EUR. Central Agents.



## ASPIRACION - PRICE REDUCTION

A high performance Pershing 88 from 2003 with all the refinements that one might expect. Accommodates 6 guests in 3 cabins and features an office/study. Keen seller!

Price: 995,000 EUR. Central Agents.

ZÜRICH (HEAD OFFICE)  
+41 44 390 25 75

ALBOURNE  
+44 1273 831010

ANTIBES  
+33 493 34 51 20

ATHENS  
+30 210 984 0382

AUCKLAND  
+64 9 358 3446

DUBAI  
+971 432 43327

DÜSSELDORF  
+49 211 355 5444

FORT LAUDERDALE  
+1 954 524 9366

GENEVA  
+41 22 908 02 51

LONDON  
+44 207 381 7600

MONACO  
+377 9770 3880

MUMBAI  
+91 98202 29743

NEW YORK  
+1 212 332 1118

PALMA DE MALLORCA  
+34 971 404 412

VIENNA  
+43 1 907 61 36





### SOFIA OF TORTOLA - NEW CENTRAL AGENCY

Launched in 2008, hull number five of this pocket superyacht from Benetti, in a smartly laid out package. Large yacht features with the running costs of a 26m boat. She features a very sophisticated contemporary interior by Francois Zuretti. Accommodates 8 guests in 4 cabins.  
Price: 3,600,000 EUR. Central Agents.



### ASLEC 3- PRICE REDUCTION

Stunning 2007 32m Castagnola. Accommodates 12 guests in 5 cabins. Featuring a contemporary Celeste dell'Anna interior. 27 knots cruising and RINA classified.  
Price: 3,245,000 EUR (VAT Paid). Central Agents.





## MAR

Superb 50m custom motor yacht from Ortona Navi. Launched in 2008 with transatlantic range, zero speed stabilizers, Caterpillar main machinery, tender garage and much more. 6 staterooms offer accommodation for up to 12 guests.  
Price: 15,000,000 EUR. Central Agents for sale and charter.



## SEA DWELLER

The stunning 46m Heesen SEA DWELLER - ex NO ESCAPE - had a major technical, cosmetic and interior refit in 2010. With added Zero speed stabilisers, sundeck jacuzzi and kaleidescape system, she is very much up to date. Digital brochure available. Accommodates 12 guests in 5 cabins.  
Price: 12,500,000 EUR. Central Agents for sale and charter.

ZÜRICH (HEAD OFFICE)  
+41 44 390 25 75

ALBOURNE  
+44 1273 831010

ANTIBES  
+33 493 34 51 20

ATHENS  
+30 210 984 0382

AUCKLAND  
+64 9 358 3446

DUBAI  
+971 432 43327

DÜSSELDORF  
+49 211 355 5444

FORT LAUDERDALE  
+1 954 524 9366

GENEVA  
+41 22 908 02 51

LONDON  
+44 207 381 7600

MONACO  
+377 9770 3880

MUMBAI  
+91 98202 29743

NEW YORK  
+1 212 332 1118

PALMA DE MALLORCA  
+34 971 404 412

VIENNA  
+43 1 907 61 36





### SOFIA 3 - NEW CENTRAL AGENCY

After a complete interior redecoration including all new linens, furniture and revamping, 42.75m SOFIA 3 is back on the market. She boasts an immaculate interior and is by far the most successful 2008 Baglietto model on the market.

Price: 15,250,000 EUR. Central Agents.



### HETAIROS - NEW CENTRAL AGENCY

The 42.8m 1993 HETAIROS from Abeking & Rasmussen is a fast, classic, wooden ketch of the highest pedigree built for world cruising. Centreboard raised, ensures access to the best anchorages, yet when lowered gives the yacht tremendous sailing performance. Winner of the 2010 Maxi World Cup.

Price: 9,900,000 EUR. Joint Central Agents.



ENJOY YOUR DREAM.



AZIMUT | BENETTI  
GROUP

AZIMUT  
YACHTS

ATLANTIS

*Benetti*  
DESIGN ENGINEERING BUILD

AZIMUT  
*Grand*

YACHTIQUE  
DESIGN YACHTING SOLUTIONS

  
FRASER YACHTS

[www.azimutyachts.com](http://www.azimutyachts.com)

AZIMUT 88, A SYMPHONY OF LIGHT:  
IN THE SPACE OF 27 METRES  
THE OWNER AND HIS GUESTS ON BOARD  
CAN ENJOY A UNIQUE SENSE OF PRIVACY.

WALNUT, EBONY AND FABRICS BLEND TOGETHER  
TO CREATE FLOWING CURVES AND WINDING SHAPES,  
A MASTERPIECE OF STYLE AND FUNCTIONALITY,  
A SPACE JUST ASKING TO BE LIVED IN.

AZIMUT  
YACHTS